

MAR 30 1921

THE ROTARIAN

The Magazine of Service

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**SIXTEENTH
ANNIVERSARY
NUMBER**

Alice
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· February · 1921 ·

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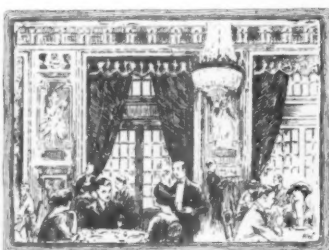
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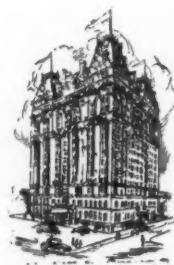
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Very truly yours,

(Signed) H. E. VAN DE WALKER,

Chairman Ninth District

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July 18—Mt. Blanc
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July 20—Milan
July 21—Venice
July 22—Venice
July 23—Venice
July 24—To Florence
July 25—Florence
July 26—Florence
July 27—Florence
July 28—Florence

July 29—To Rome
July 30—Rome
July 31—Rome
Aug. 1—Rome
Aug. 2—Rome
Aug. 3—Rome
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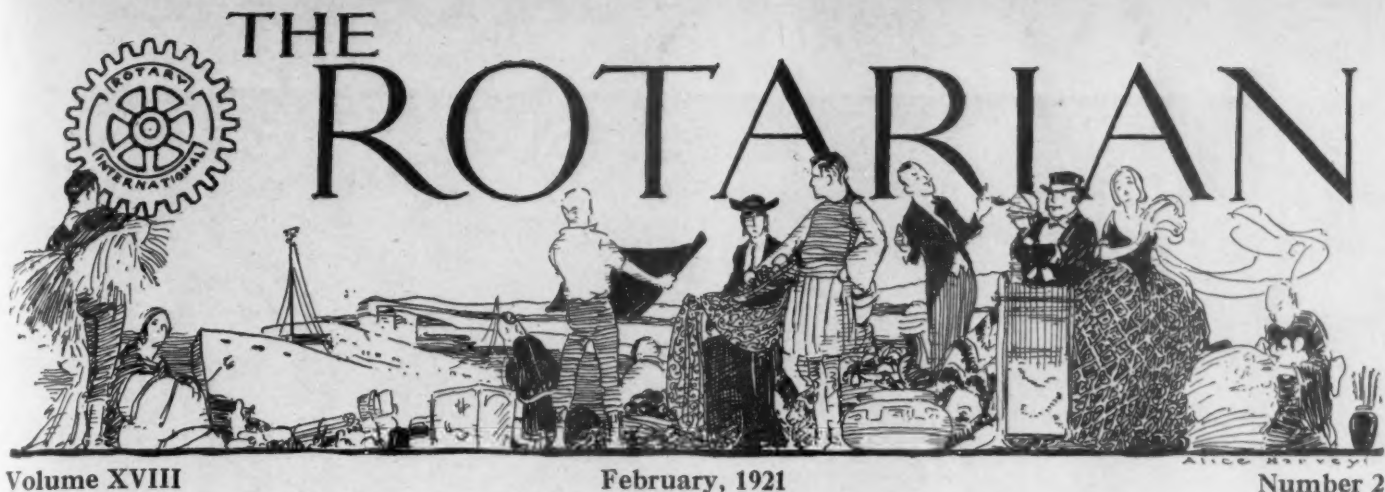
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CONTENTS

	Page
PAUL P. HARRIS, PRESIDENT EMERITUS.....	Frontispiece
THE FAITH OF ROTARY.....	53
By Paul P. Harris	
THE NEW COMRADESHIP.....	54
By Estes Snedecor	
THE PHILOSOPHY OF SERVICE.....	55
By Arthur Frederick Sheldon	
THE ROTARY PLATFORM.....	59
By Robert Roy Denny	
EDINBURGH	60
INCREASING THE ACQUAINTANCE.....	62
By David Clark	
ROTARY AROUND THE WORLD.....	65
By E. R. Kiddé	
THE FUTURE OF OLD NUMBER ONE.....	67
By Harold B. Harvey	
A WORD ABOUT CLASSIFICATIONS.....	68
By Kendall Weisiger	
THE DECEMBER BOARD MEETING.....	69
EDITORIAL COMMENT.....	72
INTERNATIONAL COMMITTEES	74
CLUB NOTES.....	76
COMPETITION IN ATTENDANCE.....	83
DR. BARKER'S WORK AMONG THE CLUBS.....	85
THE OPEN FORUM.....	87

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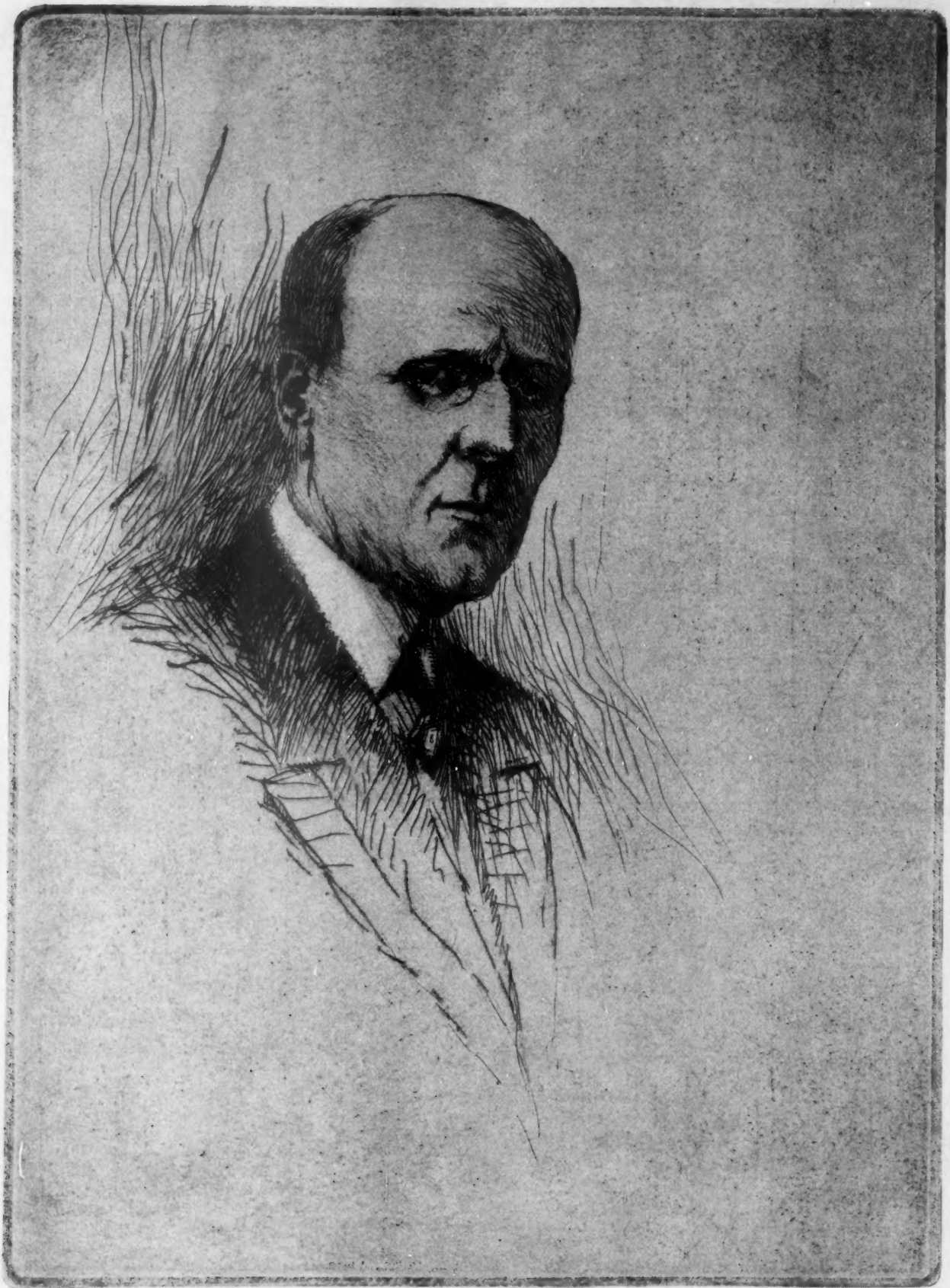
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**Paul P. Harris, President Emeritus,
International Association of Rotary Clubs**



THE ROTARIAN

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The Official Organ of The International Association of Rotary Clubs

The Magazine of Service



The Faith of Rotary

By Paul P. Harris

PAUL P. HARRIS, an attorney of Chicago, U. S. A., is the founder of Rotary



CAN it come to be the order of things that men shall view their trades and professions primarily as opportunities to serve society? Rotary must, above all things, be practical. Civilization has pressing, imperative needs. Rotary has no time to waste in the pursuit of impracticable ideals. Time is money, yes, and more than that. Time represents values not measurable in currency. Time is opportunity and opportunity is life's essence.

Whether the aim of impressing the ideal of service upon the mind of men is practicable or impracticable, certain it is that it is believed by Rotarians to be practicable. Rotarians are successful business men; men of vision to be sure, but men of practical vision; men trained in the search for things valuable and practical. After all, perhaps the verdict of sixty thousand sane, hard headed business men is the best guaranty obtainable that the thing will work.

"TO him who has faith all things are possible." But there are other reasons why we may rationally believe that it can come to be the order of things that men shall view their trades and professions primarily as opportunities to serve society, one of which is the fact that there have been and are men—many men—who have already attained the coveted heights. They have been, of course, the exceptions to the rule; but now comes Rotary with all of its power, its enthusiasm, its organization, its team work, determined to make the exception the rule. If Rotary achieves its ambition, it will indeed have lifted the level of human ideals a little higher than it found them and something tells me that the only real failure possible to any organization or to any individual is failure to do its bit or his bit in raising the common level. No life is so impotent that it can not help some one in some way, some time.

I SAY that there are men who have already attained the coveted heights. Some are famous; more of them are obscure. I know a little old man in my own profession who possesses a veritable passion for truth, a passion so intense and so enduring that he never seems even to be tempted to do an unworthy act. Instinctively he turns to the truth.

Needless to say my friend's mind is stored with priceless treasures, treasures which make yachts and limousines, diamonds, rubies and pearls but gaudy baubles. To him and to such as he, there is nothing impracticable about the ideal that men shall view their trades and professions primarily as opportunities to serve society. He knows no other viewpoint, tho I doubt not that he would object to our rather high sounding phrase. He might admit that he likes to get to the bottom of things. His is a happy life, rich in blessings, yet simple and sane. He has learned to live. Theodore Roosevelt knew the worth-while life. He had a passion for truth. He loved it for truth's own sake and he had a corresponding hatred of sham. To him, insincerity was despicable. He at all times lived the genuine, truthful life in spite of all things, and he lived it in such close and happy union with his children that they knew it; and his influence will never die.

I KNOW another whose needs are many and whose life is complex. He is far too busy to read books. He has little respect for the man who does. He boasts that he hits the high spots only. As a matter of fact, he has never hit a high spot yet. His feet are in the bog and he doesn't know it. Social exactions, amusement distractions leave no time for thought. When business booms he sweeps employees into his shop and when business slows up he sweeps them out again without one thought as to what the consequences are to be. It has never come to his consciousness what it means to the father of a large family who loves his wife and his little ones, who is willing to slave for those dependent upon him and who is ready and eager to work, to be told to go into the office and get his envelope, that there will be no more work this winter. He considers such a matter as not of his concern, but in the sight of God it is his concern. No man has the right to be indifferent to what befalls the men who have made his success possible. Can we, in the security of our homes imagine what it means to be penniless and without work; to see loved ones—wife and babies—suffer from cold and in want of bread? And yet our industrial system involves that very thing over and over and over again. There are men who had rather face a firing squad and be shot dead than return home and say those bitter words: "I have been laid off."

This employer of whom I have made mention will not be interested in what you may have to say about

one's trade or profession being, primarily, an opportunity to serve society. To him, business is primarily, secondarily and all the time a means to another end, the end of getting money enough so that he and his family may continue their useless existences. His feet are not planted on the rock of service, they are planted in the bog of selfishness into which his pampered body will eventually be sucked.

THERE is a vast difference between the life of the man who has caught the vision and taken it into his everyday affairs and the life of the man who scoffs at it as impracticable: and yet, as it has been said, the best of us at heart are not so very much better than the worst of us. What we are depends upon so many little and seemingly unimportant things.

The child-mind will accept any impression a discerning parent may place upon it and retain it until habit is formed and habit eventually results in character. The

child of self-respecting parents is taught that there are things dearer even than life, as, for instance, national liberty. Does it seem far-fetched to assume then that the generations that are to come may be characterized by the prevalence of the belief that men must view their trades and professions primarily as means of serving society and that it is a disgrace to view them otherwise? To disbelieve in the practicability of the first object of Rotary is to admit that our wives and we are inferior to Spartan women and men; and that has not been demonstrated.

What we need is a race of British, American, Canadian, Cuban Samurai; men who have a passion for truth and who are prepared to make sacrifices for it, men who have the vision to see our splendid ideal and the determination to make it practicable. Rotarians have volunteered to meet the demand. Rotarians are red-blooded, two-fisted men—and they never say die.

The New Comradeship

By Estes Snedecor

A MESSAGE from the
International President

NO MAN may know what time shall evolve from the mists of the future. No man may say today what tomorrow shall bring forth; much less, what will occur next year. It is possible, however, so to live that upon the sure foundation of our good example, future generations may find an inspiration and a base for a social order finer than any yet evolved.

There are some who look on human progress as a blind thing; a vast, unseeing giant pushed up a mountain of achievement by myriads of ephemeral beings known as men and women; a great Something labelled "Humanity" to which we owe a high allegiance as to a sort of pan-ethnic god; a Something in which, in some vague way, inhere benefits for future generations of individual human beings.

This is a pagan conception. There is no god called Humanity to whom we, as individuals, owe anything; but there are billions of human beings, dead, living and to be born to whom each of us owes something.

WE are a few hundreds of millions of living human beings walking about on a vast spherical cemetery which flees thru space at the rate of eighteen miles a second in an ellipse around the sun. It carries buried within it, hundreds of billions of human beings who were born, lived and died even as we were born, are living and shall die.

To those billions we owe the duty of carrying on to posterity the great ideals of love of God and man which in tears and blood they achieved and have preserved. It is upon the sacrifice, the courage, the intelligence and the sanctity of the mighty Dead that we who are living rear today our structures either of stone and steel or of heart and intellect.

Rotary therefore honors those who have gone before, for we are only a little more than our fathers made us: but in that little more lies the hope of all that is to come. Upon the broad shoulders of those who precede us, we can safely stand and look a little farther than could they, and it is upon our shoulders that the next generation must stand in order that they may see farther than we.

AS President of the International Association of Rotary Clubs therefore, in this Sixteenth Year of Rotary I give you this message:

Live and act in Rotary so that those who went before you might be proud of you; so that those who come after you shall remember you and love you.

Rotary has put into your hand the torch of unselfish service, the very foundation of the great ethical scheme of Christendom; for it was "service above self" when Jesus of Nazareth died that mankind should be redeemed.

It is for you to go abroad thruout the world with that torch, lighting many dark places, or to leave it unnoticed under an accumulation of personal business on your desk. Rotary, like conscience and a college education, is an opportunity. You may take or leave the opportunity as you please; but in the end you shall not escape being judged by your taking or leaving.

IN view of these considerations, it was eminently fitting that Rotary, overstepping the political frontiers of the country in which it was conceived, should this year plan to hold its Convention in Great Britain. For Rotary is born of the ideals of the older countries even as it is a channel thru which those ideals, re-invigorated and brought to bear in a practical manner upon the material problems of the present age, shall pass on to those who follow us. The idea of holding the Convention in Edinburgh was not adopted without much thought and a very careful consideration of its practicality by the International Board of Directors. There is nothing in Rotary which has ever been given more careful thought: no graver responsibility was ever undertaken by a Board.

The decision having been made, the success of the Convention now depends by no means wholly upon the International and Club Officers, but upon the spirit of unselfish interest and manly idealism of all Rotarians everywhere: for as it has been truly said, "Generals win battles, but soldiers win wars," and Rotarians are engaged under the banner of Rotary in winning over the world to the ideal of service and good fellowship among all men, and fair dealing in business.

To you who read this and to all men everywhere, I extend on this Sixteenth Anniversary of our founding the right hand of Rotary friendship, and invite you, above all, into that spirit of comradeship which our Code of Ethics so beautifully calls the sympathy of our common humanity.



THE PHILOSOPHY OF SERVICE

By Arthur Frederick Sheldon.

HERE could be no better Anniversary article than this contribution from Rotarian Arthur Frederick Sheldon, founder of the Sheldon School. In January, 1908, Mr. Sheldon joined the Rotary Club of Chicago and becoming very much interested in the movement spent a great deal of time in discussing it with Paul Harris. When the Association was formed in 1910, Rotarian Sheldon was made Chairman of the Committee on Business Methods, and in his report (or article which he contributed in lieu of a report), to the 1911 Convention at Portland, he used the expression "He Profits Most Who Serves Best," which was a sentence he had previously used in his philosophy. The Convention voted to add this sentence as a concluding paragraph to the Rotary Platform then being adopted by the Convention. Since then it had been the Rotary motto. Later by common consent the words "Service Above Self" came into use in connection with this motto, making the Sheldon sentence a corollary to the declaration of "Service Above Self." There has been a general understanding as to the meaning of the motto, but never before the publication of this article has its true and complete meaning been so fully set forth. This was written by Rotarian Sheldon at the request of Paul Harris for the Rotary Development Committee of the Rotary Club of Chicago, has been published in pamphlet form by that club, and by Rotarian Sheldon in his magazine, "The Business Philosopher."



EVERY religion and every philosophy has both its exoteric and its esoteric teachings. Its exoteric truths are those which the world at large understands to be its teachings. Its esoteric truths constitute the deeper or inner meanings—the understanding of the members of the inner circle, the true devotees of the particular religion or philosophy.

ROTARY has evolved into a philosophy. We are living in a realm of cause and effect, and the English philosopher Hamilton tells us that philosophy is the science of effects by their causes. Rotary, as a philosophy, is the science of effects by their causes, as related to the effect which the whole world wants—profit—by the only natural cause of legitimate profit, which is Service.

To the mind of the author of the motto, the concept Service represents a fixed fact in Nature, as absolute and certain and unerring as is represented by the concept Gravity, or the concept Gravitation, or the concept Attraction. The concept Service represents a law of Nature, just as certainly as the concept Gravity represents a law. In fact, the law of Service is to all human relationships, including commercial, industrial, professional, and all other relationships, exactly what the law of Gravity is to all material bodies.

Indeed, it is the law of attraction in human relationships. Witness the following facts:

First: When the support is removed from a suspended object which is heavier than air, it is perfectly natural for that object to gravitate to the earth, in obedience to the well-known Newtonian law of gravity or attraction.

Second: That, however, is no more natural than it is for trade, in any line of commerce, to gravitate toward the commercial institution which serves its patrons the best.

Third: The natural attraction of patronage or custom to the commercial institution which serves its patrons the best, is no more natural than it is for employes of the right calibre

to be attracted to and stay by the employer who broadly, and in the true sense of the term, serves his employes the best.

Fourth: The above facts are no more natural than it is for the "fat pay envelope" and the desired promotion to gravitate toward the employe in any organization who, in the true meaning of the term, serves his or her employer the best.

THERE is no sickly sentiment and not the slightest element of sentimentality about the Philosophy of Service when it is scientifically understood. It is, among other things, the one law of sound economics.

To obtain a thoroly scientific understanding of Service as a natural law of human activity, it is important that the student come to a clear understanding of the difference between a law and a principle.

All principles are laws, but all laws are not principles. That any given natural law may take rank as a principle, it must rise to the dignity of a governing law—a primordial law, a creative law, a source from which other natural laws emanate. The law of Service rises to that dignity. The law of Service is the principle of Service. It is a fixed principle and governs in each of the four kingdoms of Nature—man, lower animal, vegetable and mineral.

Man did not make this law any more than Newton made the law of gravity. Man did not make it and he cannot break it. The law can and will break him or her who persistently transgresses it.

If any individual, white or black, employer or employe, man or woman, boy or girl, rich or poor, steps off the top of a high building, he or she is destined to come in violent contact with Mother Earth.

WE use language loosely when we say we "break" a law. The individual stepping off the top of a high building has not broken the law of gravity as he lies broken on the

earth beneath. The law of gravity is still unbroken and continues to work all the time and overtime. Such an individual breaks himself by nonconformity to the conditions of the law.

IN an exactly analogous manner, almost countless numbers of human beings fall broken on the pavement of life, thru either conscious or unconscious nonconformity with the principle of Service, which is a primordial or governing law of Nature working all the time, everywhere, with everybody. Conscious or unconscious conformity to natural law is the natural cause of deserved reward or profit. Conscious or unconscious nonconformity to natural law is the natural cause of failure to attain deserved reward. Excellent service rendered is to deserved reward exactly what fire is to heat. Little fire, little heat; more fire, more heat.

EVERYONE knows that that is a fact and not a theory. As the volume and intensity of the fire is increased, the volume and intensity of heat is naturally increased. This, however, is no more a fact than that, in the realm of human busy-ness, whatever the business may be, so long as it is useful effort, excellence of service rendered is cause, and deserved reward is effect. Little service, little reward; greater service, greater reward. This is the natural law of cause and effect in the realm of human effort and deserved reward.

Service, when scientifically understood, is but another name for usefulness. The individual, or the aggregation of individuals, as an institution, which could not, by any possibility, be of any service to the world, has no natural cause for existence. Service, or usefulness, is the natural or divine mission of every human being and of every aggregation of human beings as an institution, commercial, industrial, professional, governmental, or otherwise.

It were well for all students of philosophy to bear in mind the words of that wise man, Vivekananda, when he said: "Once the end in view is clearly determined, the means to the end becomes more important than the end itself." The means to the end is the cause; the end is the effect. Take care of cause, and the effect will take care of itself. Travel carefully and well the road of the means to the end, and you will arrive safely at the end in view.

The life of individual or institution resolves itself into three lines, which may be represented by the following diagram:

I S P

"I" stands for individual or aggregation of individuals, an institution.

"S" stands for service rendered.

"P" stands for profit.

Ultimately, in the mathematics of life, these three lines are equal.

THE reason why ultimately so many millions fall broken on the pavement of life is because about ninety-five people out of every one hundred, in every walk of life, have their mental optics focused on line No. 3. They seek for effects without paying due attention to cause. They are seeking to arrive at the end in view—profit—without carefully traveling the road of the means to the end, Service.

In order to insure the making of the third line long, any individual or institution labors under the necessity of natural law to center attention upon the problem of making the middle line long. But the middle line, Service, is an effect flowing from Line No. 1, which is the power of the individual or institution to render really efficient service.

There is a vast difference between even the desire to render efficient service, which is so sadly lacking in the hearts of millions of humans, and the capacity to render really valuable service. The rendering of efficient service requires both the desire and the capacity to serve. Pos-

sibly the greatest bar to the development of a high degree of individual capacity to render really valuable service on the part of the average man or woman is the sin of self-justification, the disease of intellectual vanity or pride of intelligence. It has been said, wisely and well, that there are fewer people who can endure success than there are who can endure failure. As success begins to come, even thru the rendering of service, Mr. Average Man is very much inclined to feel that he has "arrived;" and when anyone thinks he has arrived, he is usually about ready to depart.

THE student of the Philosophy of Service should occasionally remind himself of the Hubbardic aphorism which reads: "It is while we are green that we grow, and when we think we are ripe we begin to get rotten."

Careful analysis reveals the fact that if the individual would make line No. 3 in the mathematics of life long, he must sooner or later go to work on line No. 1, his individual power line, and see to it that, thru right nourishment and right use of the constructive faculties, capacities, qualities and powers of the four-fold departments of his being, he brings about an actual increase of his power to render efficient service.

By the term "four-fold departments of being" we refer, of course, to the intellect, sensibilities, body and volition of man. The superficial student of the philosophy of Service is apt to interpret the concept Profit in its economic meaning only. He who has a scientific understanding of the concept Profit as it is used in the motto of Rotary, realizes fully that all material gain is but one of three natural elements in the sum total of profit.

The first and most important element is the love of fellow man. If of a very practical mind, call this the respect of those with whom any individual comes in contact. The second natural element in profit is conscience. Men, if of a very practical turn of mind, call this self-respect.

THE third natural element is material gain. Anyone, anywhere, in any niche of the world's work who obtains or procures material gain at the expense of the respect of others and self-respect, does not profit in the true sense of the term. It is more than likely that such an individual will not SECURE, even tho he temporarily PROCURE an abundance of material gain. Material gain or, in plain language, money profits, in order to be made secure, must be procured in such a way that automatically, in the procurement of them, the respect of those with whom one deals, and self-respect, are natural consequences. As a matter of fact, the conduct of the individual, in order to insure the largest possible measure of material gain in the form of progressively profitable patronage, must be of such a nature that self-respect and the respect of others go hand in hand with it. This is true by reason of the fact that the only road to the securing of progressively profitable patronage, in any line of human endeavor, is the road of so conducting oneself that the patron just naturally wishes to come again and yet again, thus insuring permanency of patronage.

THE concept Profit, therefore, as used in the motto, "He Profits Most Who Serves Best," may be symbolized by an equilateral triangle, one side of which is represented by respect or love of others, the other side by self-respect or conscience, and the base line by material gain.

Millions, in all, have labored under the false belief that one road leads to the acquirement of self-respect and the respect of others, while an entirely different road leads to the acquirement, in a large way, of the element of material gain. This is an utterly false belief. There is no road leading to any one of the three elements in profit. A road implies something broad and easy to travel, and there is no broad and easy road leading to any one of the three, and there are no short cuts. Fortunately, however, there

is one "path" leading to all three, and the name of that path is Service. It is Service from you to the other fellow, no matter who you may be, that attracts him and his patronage to you.

AND, lo and behold, the concept Service, as represented in the Rotary Motto, may be symbolized by an equilateral triangle. The first or left hand side of the triangle represents the natural element of Right Quality. The right hand side of the equilateral triangle represents the natural element of Right Quantity, while the base line of the triangle represents Right Mode of Conduct. As certainly as 1 plus 1 plus 1 always equals 3, so Right Quality of goods or efforts, plus Right Quantity of goods or efforts, plus Right Mode of Conduct of a business or on the part of an individual, equal Right Service. They equal Satisfactory Service—the kind of Service which satisfies the other fellow and sustains his confidence, which in turn is the basis or foundation of all permanent or profitable human relationships.

It were well for the student of the philosophy of Service to bear in mind that his L. C. M. (Love of Fellow Men, Conscience, and Material Gain) cannot by any possibility ultimately be any greater than his Q. Q. M. The one is the reflection of the others. Love of Fellow Men, "Clear Conscience," and progressively profitable Material Gain, constitute the effect flowing from the cause of Right Quality, Right Quantity, and Right Mode of Conduct. The profit, therefore, is the "get." The service rendered is the gift, and man must learn the law that to get he must give.

To get profit or reward, he must give the gift of Service. The giving of the gift implies another "G" — the Giver, and each individual giver—each individualized entity in the form of a human being, as to static or stored man power, is a triangle. The left side of this equilateral triangle which symbolizes the well balanced individual, represents the spiritual side of his nature—that factor in man which functions in love of the good, the true and the beautiful in all things. The right of this equilateral triangle represents the intellectual element in man's nature, thru which he comes into the possession of knowledge. The base of the triangle representing the static power of man, represents his physical nature, thru which the spiritual and intellectual forces are expressed. As they are expressed, functioning in words written or spoken, or deeds done, they result in Service, the natural elements in which, as already shown, are Q. Q. M. Excellent of Quality, Quantity, and Mode, can be no greater than the Spiritual, Intellectual and Physical development on the part of the individual.

The Q. + Q. + M. is the effect. The S. + I. + P., Spiritual, Intellectual and Physical Power, is the cause. Take care of cause, and the effects will take care of themselves. Finally, the real student of the philosophy of Rotary should not forget that back of the individual there is a final "G," the source from which all comes—GOD—Omniscience, Omnipotence, Omnipresence.

IF materialistically inclined, call it Nature, if you will. The basic thing is recognition of the fact that it is. All things created have a Creator. That is pure logic to both the religionist and the materialist. Cause cannot give rise to that which is not in itself. In many forms of life, and notably in man, there is intelligence. Pure logic compels even the materialistically inclined to recognition of the fact that in the cause of man, even tho he designate it the Great Unknown, super-intelligence must exist. If, perchance, this should be read by one who does not like the term God, call it Providence. If, perchance, he should not fancy the term Providence, hyphenate the term and call it Pro-vide-nce.

All things provided have a provider. All effects have causes. Man is an effect; so is a tree, a bird, a vegetable, a horse, a stone. The best housewife or cook in the world cannot provide a meal. All she can do is cook the food. The most liberal provider of food, raiment and shelter for his family did not, after all, produce or provide the raw material out of which all were made.

MONEY is but a symbol of values. The best workman in the world, in metals or rubber or wood, or any other form of raw material, is but a combiner of natural elements provided by the Infinite Provider. Molded by the mind and hand of man, the raw materials provided by Providence do indeed function in useful service to mankind. But the really thinking student of the philosophy of Service, no matter how great he becomes in the rendering of Service, becomes humble in contemplation of the Infinite Presence, the Great Unknown, the Creator to Whom he is finally beholden, and without whom he would be helpless.

IT has been well said that a great many do not think,—they only think that they think, and some just think that they think they think. And some there be, in this materialistic age, who, as superficial students of the Philosophy of Service, might be likened to those illogical individuals referred to by that brilliant English writer, Gilbert K. Chesterton, when he said that people who refuse to accept a God unless they can create one to suit their own fancy, remind him of a child who would insist upon the privilege of creating its own father.

Of what is Service to others the manifestation? The answer is, Service is simply the objective manifestation of Love. The only way anyone can prove his love of his fellow man is thru service to his fellow man. The term Love, scientifically understood, is the most constructive force in the Universe. Its opposite, Hate, in all its various modes and manifestations, such as jealousy, fear, envy, etc., is the most destructive force in the Universe. Love constructs; Hate disintegrates and destroys.

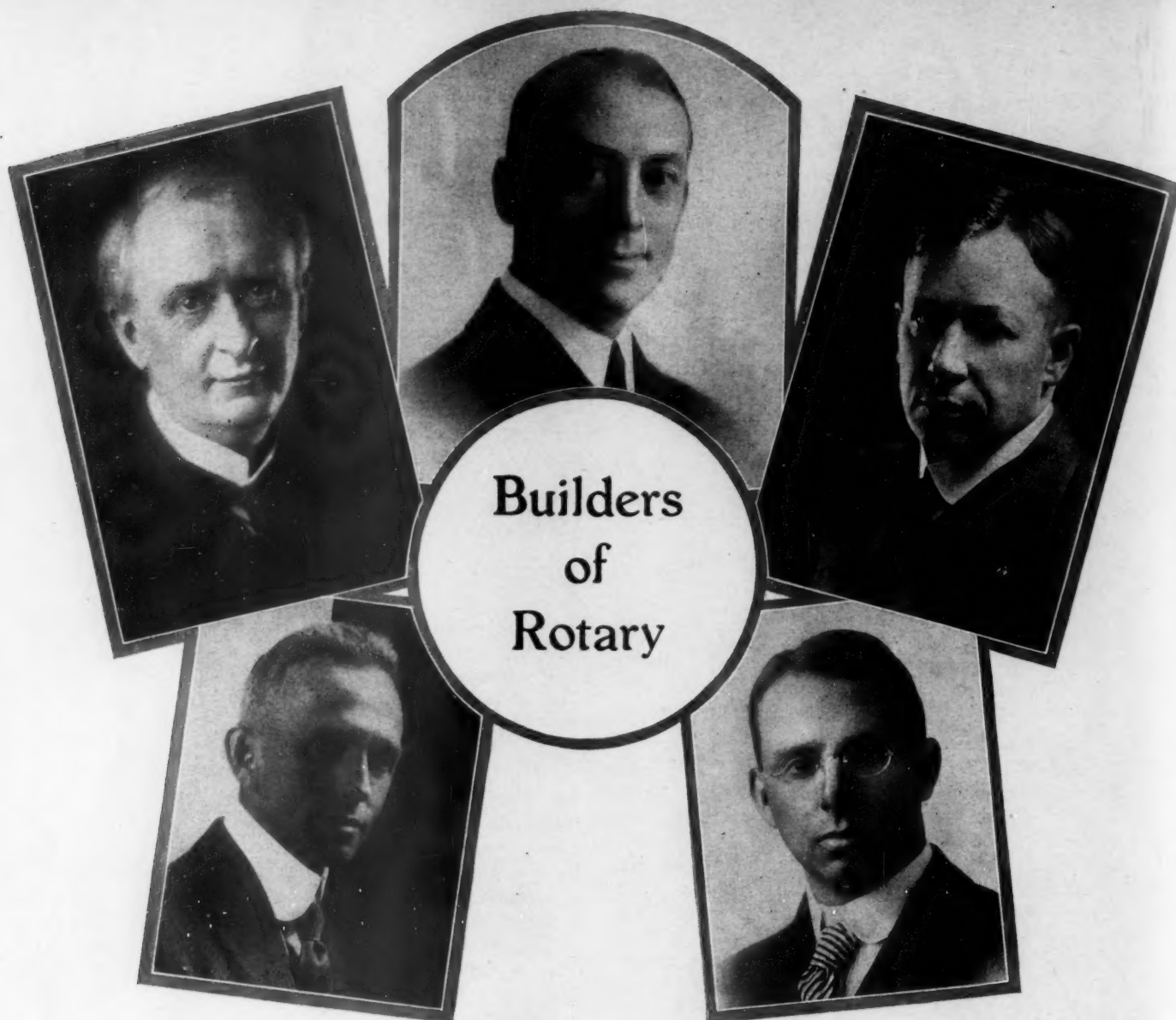
Another Hubbardic aphorism comes into play: "If you don't love your job, don't worry about it; some other fellow will soon have it." If the employer does not, broadly speaking, love his employes and does not make that love manifest in service to them, he need not worry about it; some other employer will soon have them. If the employe does not love his employer and his work, he cannot construct a successful future. And so it goes, all along the line of life.

Finally, the student of the esoteric meaning of the motto should realize that there is a vast difference between true Service and servility. Evil is often but over-ripe good. The spirit of real Service to the other fellow carries with it nothing of servility. The true student of the philosophy of Service always bears in mind the Golden Mean. And the best way in the world really to apply the Principle of Service is really to practise The Golden Rule. There is nothing new about the enunciation of the Principle of Service as the law of being and becoming successful. The Master Teacher of the Principle of Service told us long ago just what to do in order to put the law into operation.

AFTER laying down certain premises, such as reminding us not to bother with the mote in the other fellow's eye, when we have a big beam in our own, he stated his conclusion as follows:

"Therefore, all things whatsoever ye would that men should do to you, do ye also unto them."

(Concluded on the Next Page.)



LEFT to right, top: Arthur Frederick Sheldon, Rotary Club of Chicago, author of the slogan, "He Profits Most Who Serves Best," and of the "Philosophy of Service" in this issue of THE ROTARIAN; E. L. Skeel of Seattle, who orientated Rotary in public affairs; Harry L. Ruggles of Chicago, who put song into Rotary. Left to right, below: Jacob R. Perkins of Fort Madison, who wrote The Rotary Code of Ethics, and Jas. E. Pinkham of Seattle, author of The Rotary Platform.

(Continued from Preceding Page.)

AND then he said that which we hear but little comment upon by the interpreters of his philosophy. He added five very significant words, as follows:

"For that is the law."

He did not say "That is a law," He said "THE law."

Is it not singular that He used the definite article, *the*? No, it is not singular, because the statement is very definite, very specific; and there is but one primordial law in human relationship.

Did you ever hear anyone refer to a law of attraction, or a law of gravity? We always say *the* law of gravity, for the simple reason that there is but one. In an exactly analogous manner, the Master Teacher of the Principle of Service states very definitely, after laying down "the rule for making gold,"

"FOR THAT IS *The* LAW."

And then He added three more very significant words:—

"And the prophets."

His translators spelled that last word p-r-o-p-h-e-t-s. But we may well spell it also p-r-o-f-i-t-s.

This is true by reason of the fact that anyone, anywhere, in any niche of the world's work who does all things *whatsoever—all the little things and all the big things*—unto others that he would like to have others do unto him, will find the Quality of what he does, right; the Quantity of what he does, right; and his Mode of Conduct, right. His Service to others will, therefore, be right, and his profits in increasing Self-Respect, Respect of Others, and Material Gain, will be a purely natural result.

SELFISHNESS in all its forms is destructive—Service to others is constructive. Service to others is enlightened self-interest: selfishness is unenlightened self-destruction. Therefore,—He Profits Most Who Serves Best.

THE ROTARY PLATFORM

Its History | and Origin

BY ROBERT ROY DENNY.

IT may strike the reader as odd that the Rotary Platform, of which James E. Pinkham was the author, should have been formulated in the far Northwest. Rotary arose in Chicago out of an inspiration, literatureless. In 1905 Chicago Rotarians were strong on practice rather than theory. Led by Paul Harris, they had a vision, but they didn't know it was a vision. To them it was an experience. They did certain things and found that they were good. They did not stop to ask why, they went right on to do more. Like Topsy, the Chicago Rotary Club "just grewed." It didn't require to be explained. It was an accepted institution of the city. It was sui generis, but that was characteristic of many things in Chicago. When in 1908-10 the second, third, fourth, and fifth clubs were established on the Pacific Coast, men sought to know the true reason for Rotary's existence. To them Rotary could not be merely an experience; they wanted the whys and wherefores. It is fortunate indeed for Rotary that the brilliant mind of Jim Pinkham so early became interested in the philosophy of Rotary.

Rob Roy Denny, founder and first President of the Seattle Rotary Club, the first Vice-President of the National Association of Rotary Clubs, and now a member of the Chicago Rotary Club, has given us an interesting sketch of Jim Pinkham's great contribution to Rotary.



ROTARIAN Jim Pinkham, author of the Rotary Platform, who passed away at Seattle, Nov. 21, 1920, unconsciously influences by his work the lives of 70,000 of us. It is only fitting that acquaintance with his inspired part in Rotary development should be ours, and it is my privilege as his close friend and associate in those early days to write this bit of history.

THE Seattle Club was fourth to be organized in the annals of Rotary. It held its first meeting on Friday, May 1, 1909. Jim was its second President.

When the nominating committee approached Jim to urge his acceptance of the presidency, Jim hesitated. He could not bring himself to accept the presidency of an undefined something. Many ethical minds besides his own refused to accept reciprocity of business as a real and lasting purpose of Rotary, no matter how immediate an exemplification of the Golden Rule it seemed to be. Nor was the splendid good fellowship of the club enough to justify its permanency.

He felt that in this unique group of singularly united young men, an ideal was unconsciously shaping itself. The hour had come when Rotary principles must be defined—principles governing not only the relation of Rotarians toward one another, but toward society at large.

Then began a great struggle in Jim Pinkham's mind. He recognized the fact that there must be something noble and fine in Rotary—a power for good as yet unworded and only vaguely felt. In his speech accepting the presidency he defined for the Seattle Rotarians the precious thing which they possessed—the ideal of service in business.

His speech was dynamic. It moved his hearers profoundly. They felt a joyful pride in Rotary; they had a new vision of essential values; they saw how their standards as business men might be reflected in their community, yes, even thruout the whole nation. In this speech Jim struck the fundamental conception which had dwelt in Paul Harris' philosophic mind from the beginning. It was Jim's

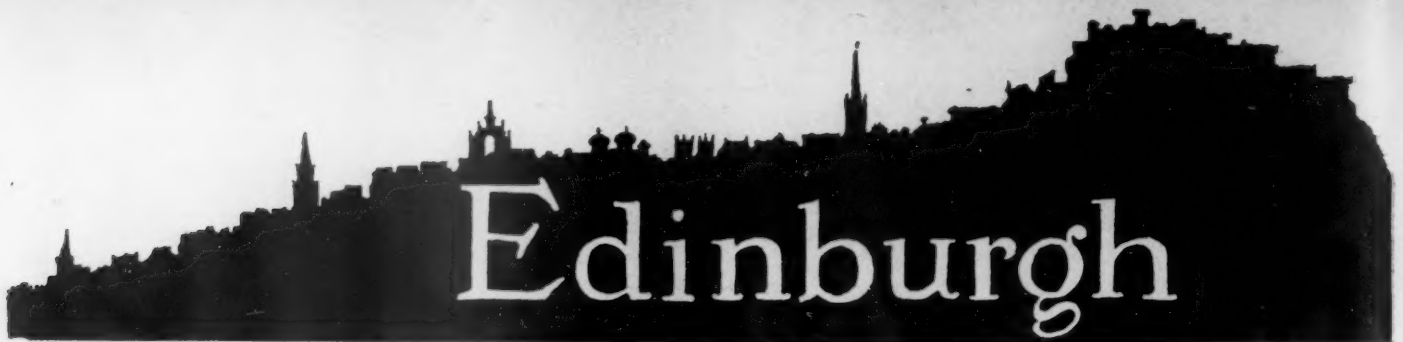
privilege to be the first to crystallize this great thought of service in clear and prophetic words.

OUT of this speech came a statement of "Rotary Principles and Purposes As Set Forth by the Seattle Rotary Club." This statement was prepared by Jim Pinkham and Ernest Skeel, after much discussion by small groups of Rotarians and by the club at large. Probably the two most virile minds were those of Skeel and Pinkham. These two supplemented each other in evolving a clear statement of the fundamental principles of a movement that has since circled the globe. It took a Skeel to draw out a Pinkham. It took a Pinkham to answer a Skeel.

The 1911 Rotary Convention was approaching. It was held at Portland, Oregon, and there Seattle's statement of principles and purposes was adopted by all the clubs then in existence as "The Rotary Platform." For this Convention Fred Sheldon of Chicago, as Chairman of the Business Methods Committee, had prepared a notable address. It contained one expression finer and more concentrated than all the rest—"He profits most who serves best." At the close of the address Jim Pinkham, with great earnestness, moved that this epigram be added to the platform just adopted, expressing as it does in six words the full meaning of Rotary endeavor. Except for the alert and generous mind of Jim Pinkham, it is possible that this inspiring motto, which now dwells in the hearts of all Rotarians, might have slipped into oblivion.

AS one reads the Seattle Rotary Platform he must recognize therein basic principles which have not lost their identity in all these years. They are present in our statement of objects; in our Code of Ethics; in our "Talking Knowledge of Rotary" text book, and in all the literature of Rotary.

With the passing of Jim Pinkham there has gone from the earth another Great-Heart. Those who knew him carry a vivid impression of his warm and generous nature, his brilliant oratory and clear analytical mind. In his passionate zeal for service, especially during war times, he gave up his health. He died while still in his thirties, and all Seattle mourns him. The nobleness of his life was felt not only by his friends, but by his business associates in many cities.



Edinburgh



HERE is not perhaps in all our English literature a more interesting, one might say fascinating, account of any city than the story of Edinburgh as written by her brilliant son, Robert Louis Stevenson. All Rotarians who are planning the trip to Edinburgh will find it well worth while to secure and read it. In opening his essay Stevenson says:

“THE ancient and famous metropolis of the North sits overlooking a windy estuary from the slope and summit of three hills. No situation could be more commanding for the head city of a kingdom; none better chosen for noble prospects. From her tall precipice and terraced gardens she looks far and wide on the sea and broad champagnes. To the east you may catch at sunset the spark of the May lighthouse, where the Firth expands into the German Ocean; and away to the west, over all the carse of Stirling, you can see the first snows upon Ben Ledi.

“Venice, it has been said, differs from all other cities in the sentiment which she inspires. The rest may have admirers; she only, a famous fair one, counts lovers in her train. And indeed, even by her kindest friends, Edinburgh is not considered in a similar sense. These like her for many reasons, not any one of which is satisfactory in itself. They like her whimsically, if you will, and somewhat as a virtuoso dotes upon his cabinet. Her attraction is romantic in the narrowest meaning of the term. Beautiful as she is, she is not so much beautiful as interesting. She is pre-eminently Gothic, and all the more so since she has set herself off with some Greek airs, and erected classic temples on her crags. In a word, and above all, she is a curiosity. The Palace of Holyrood has been left aside in the growth of Edinburgh, and stands grey and silent in a workman's quarter and among breweries and gas works. It is a house of many memories. Great people of yore, kings and queens, buffoons and grave ambassadors, played their stately farce for centuries in Holyrood. Wars have been plotted, dancing has lasted deep into the night, murder has been done in its chambers. There Prince Charlie held his phantom levees, and in a very gallant manner represented a fallen dynasty for some hours. Now, all these things of clay are mingled with the dust, the king's crown itself is shown for a sixpence to the vulgar; but the stone Palace has outlived these changes.

“The Old Town occupies a sloping ridge or tail of diluvial matter, protected, in some subsidence of the water, by the Castle cliffs which fortify it to the west. On the one side of it and the other the new towns of the south and the north occupy their lower, broader, and more gentle hill-tops. Thus,

A Prayer for the Everyday

LET me not shut myself within myself,
Nor dedicate my days to petty things.
Let there be many windows in my life,
The entrance to my heart a door that swings,
Where thru I go and come with eyes that smile;
And folk without as gladly come to me,

the quarter of the Castle overtops the whole city and keeps an open view to sea and land. It dominates for miles on every side; and people on the decks of ships, or ploughing in quiet country places over in Fife, can see the banner on the Castle battlements, and the smoke of the Old Town blowing abroad over the subjacent country. A city that is set upon a hill. It was, I suppose, from this distant aspect that she got her nickname of *Auld Reekie*. Perhaps it was given her by people who had never crossed her doors: day after day, from their various rustic Pishahs, they had seen the pile of building on the hill-top, and the long plume of smoke over the plain; so it appeared to them; so it had appeared to their fathers tilling the same field; and as that was all they knew of the place, it could be all expressed in those two words.

“IT GREW, under the law that regulated the growth of walled cities in precarious situations, not in extent, but in height and density. . . . Houses sprang up story after story, neighbor mounting upon neighbor's shoulder, as in some Black Hole of Calcutta, until the population slept fourteen or fifteen deep in a vertical direction. The tallest of these *lands*, as they are locally termed, have long since been burnt out; but to this day it is not uncommon to see eight or ten windows at a flight. . . . The poor man may roost up there in the centre of Edinburgh, and yet have a peep of the green country from his window; he shall see the quarters of the well-to-do fathoms underneath, with their broad squares and gardens; he shall have nothing overhead but a few spires, the stone top-gallants of the city; and perhaps the wind may reach him with a rustic pureness, and bring a smack of the sea, or of flowering lilacs in the spring.

“... I see . . . a vision of Edinburgh not as you see her, in the midst of a little neighborhood, but as a boss upon the round world with all Europe and the deep sea for her surroundings. For every place is a centre to the earth, whence highways radiate or ships set sail for foreign ports; the limit of a parish is not more imaginary than the frontier of an empire; and as a man sitting at home in his cabinet and swiftly writing books, so a city sends abroad an influence and a portrait of herself. There is no Edinburgh emigrant, far or near, from China to Peru, but he or she carries some lively pictures of the mind, some sunset behind the Castle cliffs, some snow scene, some maze of city lamps, indelible in the memory and delightful to study in the intervals of toil.”

THESE extracts give but a faint idea of the exquisite beauty of the little book in which Stevenson has enshrined forever a picture of his native city that will last as long as the language which is used there shall be spoken.

That haply I may learn that thing worth while—
The art of human hospitality.
Save me from self-preferment that would gain
Its cloistered place, safe-sheltered from the strife;
But, purposeful and calm and sweet and sane,
Lord, keep me in the Living-Room of Life!

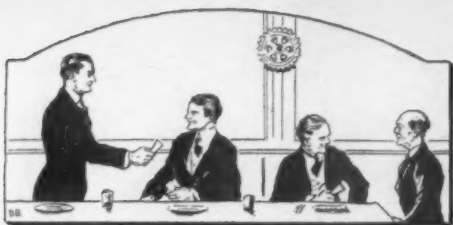
—Molly Anderson Haley.



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SCENES in Edinburgh, the 1921 Convention City: 1, Fountain in the Courtyard of Holyrood Palace.

The tower, part of which is visible at the left side of the picture, is "Queen Mary's Bath," where the famous Stuart Queen was said to have entertained her beauty by bathing in wine. 2, A view along Princes Street, Edinburgh, the most famous street in Scotland. The tall monument at the left was erected in honor of Sir Walter Scott. 3, The house of John Knox, the Reformer in the High Street. 4, Holyrood Palace, the home of the ill-fated and beautiful Mary, Queen of Scots. The ruins of the old abbey church can be seen to the left of the Palace buildings. 5, Edinburgh Castle, high upon its rocky crag in the heart of the city—the scene of many a romantic episode and hairbreadth escape.



INCREASING THE ACQUAINTANCE

By David Clark

DAVID CLARK, Past President of the Rotary Club of Charlotte, North Carolina, is a publisher.



DURING my term as president of the Rotary Club of Charlotte, I had the opportunity of studying and observing many interesting facts about Rotary Club workings and nothing impressed me more than the fact that men who seemed to get the most enjoyment out of the meetings were those who had the largest acquaintance among the members. I also noted that the men who resigned from the Club or were dropped for non-attendance were almost invariably those who had a very small acquaintance and I often wondered if some of them could not have been developed into good Rotarians by proper efforts to increase their acquaintance and give them a feeling of friendship with the other members of the Club. In order to try some of my theories I requested and was given, last April, the position of Chairman of the Fellowship Committee of our Club and the results of the methods evolved have proved so satisfactory that requests for our plan have come from many other Clubs, and I take this opportunity of giving its details thru the columns of THE ROTARIAN.

OUR plan has been nothing more than a systematic and common sense elimination of non-acquaintance. Our first move was to give our members on May 20th last a complete list of the Club members similar to the one shown as Figure 1. When these blanks were turned in we found that, for instance, Robert E. Buck did not know Paul Brophy, Stuart Gilchrist, Frank Green, Pete Halley, Frank Moser, John Post and a number of others whose names were on the portion of the blank that is not shown in the cut. Counting the number that each of our 110 members did not know and adding them together we found the sum total non-acquaintance to be 2,980. Only four men in the Club knew every member and it varied from that to one man who knew only ten members and was unacquainted with the other 100. Our problem was to get Bob Buck acquainted with Paul Brophy, Stuart Gilchrist, etc., and to get each other member acquainted with those whose names he had not checked. Our first move was to give Bob Buck and each member a duplicate of his original list (See Fig. 2) with the names of his non-acquaintances underscored. We were gratified to see that almost every member began at once to hunt for the unknown on his list and in two meetings many had made the acquaintance of all of those whom he did not

know and became entitled to the 100 percent acquaintance rating.

ONE of the objects of Rotary Clubs as stated in the official publications is "To promote the scientizing of acquaintance" and yet very few Clubs seem to make any effort to scientize or systematize an increase of acquaintance. The problem of the Fellowship Committee as stated above was systematically to eliminate non-acquaintance and, aside from the personal work of introducing members to each other, the following has been our system:

(1) At each meeting a certain number of members are

given cards, instructing them to sit beside certain other members, for instance, Bob Buck would be given a card stating that he should sit beside Paul Brophy (see Fig. 3) and Paul Brophy received a similar card seating him by Bob Buck (see Fig. 4). After that was done Brophy's name was checked on Buck's acquaintance report and Buck's name checked on Brophy's acquaintance report.

(2) At some meetings we give cards to five men selected from those of the least acquaintance, stating that they would sit beside a certain man and we leave places for them at his table. He is instructed to see that the five men are thoroughly acquainted with one another before the meeting is over. A few groups of this kind at each meeting eliminate a large number of non-acquaintances.

(3) About every four meetings we give each one present a blank similar to Fig. 5, which makes it necessary for a man to become acquainted with those around him. By having to write the members' names and businesses, the acquaintance is more clearly fixed in his memory.

(4) Some members upon arriving at a meeting are given four envelopes addressed to men that they do not know and required to deliver them. With each letter is a slip introducing the bearer and each letter therefore eliminates a non-acquaintance.

AT THE end of three months we passed out another set of acquaintance blanks, similar to Fig. 1, and found that we had reduced the non-acquaintance of those who made the previous acquaintance report from 2,980 to 852 and had increased the number of 100 per cent acquaintance men from 4 to 36. Our non-acquaintance had however not been reduced to 852 for we had admitted twenty new members, many of whom knew very few members when

Rotary Club of Charlotte
TUESDAY, AUGUST 17, 1920

Place a check mark at the name of every man you KNOW Do not check a name unless you know the man well enough to speak to him when you meet him. We will treat as confidential the information you give us and will assist you in becoming acquainted with those that you do not know.

FELLOWSHIP COMMITTEE		
<input checked="" type="checkbox"/> W. Speight Adams	<input checked="" type="checkbox"/> Theo. Griffith	<input checked="" type="checkbox"/> Norman Pease
<input checked="" type="checkbox"/> Wm. Allen	<input checked="" type="checkbox"/> Peter H. Halley	<input checked="" type="checkbox"/> Wm. H. Peeps
<input checked="" type="checkbox"/> Chas. E. Barker	<input checked="" type="checkbox"/> R. H. L. Hardage	<input checked="" type="checkbox"/> A. Penick
<input checked="" type="checkbox"/> Leslie G. Berry	<input checked="" type="checkbox"/> Harry P. Harding	<input checked="" type="checkbox"/> William Perlestein
<input checked="" type="checkbox"/> Harry H. Boyd	<input checked="" type="checkbox"/> J. P. Harris	<input checked="" type="checkbox"/> Vernon Porter
<input checked="" type="checkbox"/> Chas. R. Brockman	<input checked="" type="checkbox"/> Wm. B. Hodge	<input checked="" type="checkbox"/> John W. Post
<input checked="" type="checkbox"/> Paul F. Brophy	<input checked="" type="checkbox"/> F. Solon Hoggard	<input checked="" type="checkbox"/> Ernest M. Potter
<input checked="" type="checkbox"/> Robert E. Buck	<input checked="" type="checkbox"/> G. Vance Hoke	<input checked="" type="checkbox"/> Blanton M. Pound
<input checked="" type="checkbox"/> J. E. Garfield	<input checked="" type="checkbox"/> J. H. Johnston	<input checked="" type="checkbox"/> Walter B. Pratt
<input checked="" type="checkbox"/> Robt. L. Gibbon	<input checked="" type="checkbox"/> Sam R. Moore	<input checked="" type="checkbox"/> Luther Pritchard
<input checked="" type="checkbox"/> W. Stuart Gilchrist	<input checked="" type="checkbox"/> Frank L. Moser	<input checked="" type="checkbox"/> Paul C. Whitlock
<input checked="" type="checkbox"/> Fred W. Glover	<input checked="" type="checkbox"/> Mel M. Murphy	<input checked="" type="checkbox"/> J. Stuart Wier
<input checked="" type="checkbox"/> Gibson H. Graham	<input checked="" type="checkbox"/> Guy A. Myers	<input checked="" type="checkbox"/> J. Frank Wilkes
<input checked="" type="checkbox"/> Sterling Graydon	<input checked="" type="checkbox"/> J. H. North	<input checked="" type="checkbox"/> J. Renwick Wilkes
<input checked="" type="checkbox"/> Frank B. Green	<input checked="" type="checkbox"/> J. A. Parham	<input checked="" type="checkbox"/> Chas. A. Williams
<input checked="" type="checkbox"/> Louis E. Green	<input checked="" type="checkbox"/> Jas. W. Parker	<input checked="" type="checkbox"/> Harry J. Zehn

Robert E. Buck

1—Quarterly Acquaintance Report. (Actual size 6 in. wide)

Robert E. Buck

Rotary Club of Charlotte

We have underscored the names of the men you reported that you did not know. As a Rotarian it is your duty to become acquainted with the members of your Club. Get systematically busy until you can check off all of these names.

FELLOWSHIP COMMITTEE

..W. Dwight Adams	..Thos. Griffith	..J. Norman Pense
..Wm. Allan	..Peter H. Halley	..Wm. H. Pense
..Chas. E. Barker	..Robt. L. Hardage	..Ed. A. Penick
..Leslie G. Berry	..Harry P. Harding	..William Perlstein
..Harry H. Boyd	..Jas. P. Harris	..Vernon Porter
..Chas. R. Brockman	..Wm. B. Hodge	..John W. Post
..Paul F. Brophy	..E. Solina Hoggard	..Ernest M. Potter
..Robt. E. Buck	..O. Vance Hoke	..Rolston M. Pound
..Wm. C. Calkins	..Herman D. Horton	..Walter B. Pratt
..Robt. L. Gibson	..Sam R. Moore	..T. Wilbur
..J. W. Stuart Gilchrist	..Frank L. Moser	..J. Stuart Wier
..Fred W. Glover	..Mel M. Murphy	..J. Frank Wilkes
..Ruben H. Graham	..Guy A. Myers	..J. Renwick Wilkes
..Sterling Graydon	..Jas. Northy	..Chas. A. Williams
..Frank B. Green	..Jas. A. Parham	..Harry J. Zehn
..Louis E. Green	..Chas. W. Parker	

16 Members reported that they did not know you. See if you can get to know them.

Fig. 2.—Members' Duplicate of Acquaintance Report
(Actual size 6 inches wide)

they entered the Club. In order to assist the new members we held one Rotary Luncheon (an extra one) for new members only. At that lunch, with twenty new members present, each one was required to learn the names of all of the others. Incidentally the lunch was used to give the new members a better understanding of Rotary and to explain the workings and plan of organization of a Rotary Club. Every three months we will call for a new acquaintance report and with the new list of non-acquaintances begin our systematic elimination. Our experience has caused us to change our system in only two particulars.

(1) About four weeks after an acquaintance report, we give the reports back to the members at a lunch and ask them to check off those that they have met since the report was made and to return the reports at the close of the lunch. This prevents our working on non-acquaintances that have already been eliminated thru individual efforts of the members as we have found that under the influence of our Committee many members keep systematically after the matter of eliminating their non-acquaintances.

(2) We have found it advisable to divide the Club into five divisions, one for each member of the Fellowship Committee, and to hold each member of the Committee responsible for a certain number of men. Each member of the Committee by personal contact with the members of his

Bob Buck

Will Sit Today Beside

Paul Brophy

If for any reason you DO NOT sit beside him, return this card to a member of the Fellowship Committee.

Figure 3

Paul Brophy

Will Sit Today Beside

Bob Buck

If for any reason you DO NOT sit beside him, return this card to a member of the Fellowship Committee.

Figure 4

division is able to do more effective work than by working at random.

MY THEORY that acquaintanceship makes better Rotarians has apparently been proven, for our attendance has increased steadily as our members become better acquainted. Our attendance was about 62 percent when we began the elimination of non-acquaintance and it is now close to 85 percent. Of course, there have been other influences but the increase in acquaintance is due a portion of the credit. It is human nature to like to mingle with friends and there is unquestionably more pleasure in a lunch when you know all "the bunch" sitting around you. The systematic elimination of non-ac-

quaintance requires work; but in every Rotary Club there are men who are willing to carry on a work that means so much to their organization.

THE only difference between the work of our Fellowship Committee and that of other Clubs is that we have systematized our work and used a process of elimination of non-acquaintance based upon actual records.

To Peggy Studying Her Hand Aged Three Months

A tea-rose petal delicately pink,
The very sweetness of an English Spring,
Is not one-half so lovely, Dear, I think,
As the small hand you find so interesting.
With serious blue eyes, oblivious,
You watch and turn it slowly o'er and o'er,
Intent on your first problem ponderous

Of three dimensions—first of many more.
And so methinks the little Jesus too
Studied His new-made hand: but with less calm
His Mother kissed it, knowing that for you
A cruel nail would pierce the tender palm.

—George Vaux Bacon.

GET ACQUAINTED

Write below the name and business of the THREE Rotarians seated at your LEFT

Name	Business
_____	_____
_____	_____
_____	_____

Write below the name and business of the THREE Rotarians seated at your RIGHT

Name	Business
_____	_____
_____	_____
_____	_____

Write below the name and business of the THREE Rotarians seated ACROSS THE TABLE from you

Name	Business
_____	_____
_____	_____
_____	_____

DO NOT write a name unless you have shaken hands with the owner.

Sign _____

Fig. 5 (Actual size 5 x 7)



INTERNATIONAL HEADQUARTERS OFFICE of the International Association of Rotary Clubs at Nine Hundred and Ten South Michigan Avenue, Chicago, Illinois, U. S. A. Above is the Board Room with a conference in session. Secretary-General Ches Perry is at the head of the table. Next, to the left, is the General Office showing various departments at their work. To the right is the Addressing and Printing Department, where the addresses of Rotarians everywhere are on file. Below to the left is the Editorial Office of The Rotarian, and to the right, the Advertising Department.



WITHIN such comparatively recent times, have we, as Rotarians, begun to think in world terms, that it is with some difficulty our minds are brought to visualize the true significance of the extension of our ideas to lands other than our own respective countries. Living as we do today in a world which finds itself in a disco-ordinated, transitional stage of social growth, where now this and now that is demanded by large groups of men engaged in the bitter struggle for existence, there may be detected in every land a keynote underlying all the demands that are made, which may be interpreted by him who listens carefully as a desire for better understanding and fellowship; for tho perhaps but vaguely sensed by the greater majority of those who toil, the feeling is dominant that only as men grow in the understanding of one other's ideas can co-operation be brought about in a world where year by year, month by month and almost hour by hour changes take place in every field of activity.

IT can thus be readily understood that Rotary's growth in foreign lands is not due merely to fortuitous circumstances, but to its inherent power of appeal to a strange new world where nothing is as it was, and things are constantly assuming new shapes and relations. On this path, leading to a higher development and a closer intellectual relation between man and his fellow-men, Rotary appears as a guide, pointing towards the goal of readjustment under new conditions. Such is her task, to become the invisible bond between man and society; his instructor in the higher appreciation of all human relations in all the lands and climes where her influence is extended.

AS an illustration of the reception accorded to the advent of Rotary in the countries where it has been hitherto unknown, we offer the following translation of an article which appeared in the Spanish review, *Nuevo Mundo* of Madrid:

"ONLY recently there arrived in Madrid a Spaniard, Don Angel L. Cuesta, who, in his youth, emigrated to the United States, to that Spanish-speaking section of Florida, which we today hardly remember, and making Tampa his home, acquired by dint of hard work and superior intelligence, riches and position in the land of his adoption. Our compatriot comes among us as one commissioned by the International Association to establish what is known in the United States as a Rotary Club. As this new brotherhood is already established in six cities of Cuba, in Uruguay, Chile, Argentina and Panama, as well as other Spanish-speaking countries, the word 'Rotario,' with which are designated the members of the clubs (literally translated from the English language), has already acquired a certain significance which we shall not venture to call into question.

"So noble and altruistic are Mr. Cuesta's motives in accepting this commission bestowed upon him by the directors of the International Association of Rotary Clubs, that it is our intention to aid him to the best of our ability as publicity men.

"What are Rotarians? In order that we may be able to understand the aims and principles for which this Association stands, it will be necessary for us to have our Latin opinions undergo certain modifications, and that above all we divest ourselves of the belief which every Spaniard holds, that in the struggle for existence each man lives unto himself alone. It is of course true that the practices of syndicates are already causing us to adopt the modern economic point of view.

"With the understanding then of the folly of following a policy of splendid isolation, and being firmly convinced of the necessity of co-operation with our fellow-workers, we are better able to understand the purpose of these Rotary clubs, which are truly a most ingenious form of brotherhood. Two maxims constitute their ideal, their belief and their program of action: 'Service above Self;' 'He Profits Most Who Serves Best.' Due to the American practical mind it has been possible for the Rotarians to translate these maxims into working ideals which form the basis for every action of their members.

"In what way are these clubs organized? Each club forms an individual group, composed of men from different lines of business and professions, no two of which may duplicate the same business or profession. In this manner each club is a small world in itself, where every human activity is represented. Besides this unique plan of membership which Rotary follows and the demand for gentlemanly conduct which it exacts of all its members at all times, it requires that each one should place himself unreservedly at the service of his fellow-members, not with the idea of material recompense in mind, but for the satisfaction which service rendered gladly and willingly always brings to the doer thereof.

"All that is necessary to convince us that this Association has created a new social order is for us to study further the method of procedure followed by the organization. Suffice it, however, to state that Rotarians altho believing in the goodness of man and the duty he owes to his fellow-men, yet also believe that enjoyment and happiness form the fundamental necessities of society. In consequence, good cheer will be found to reign at all Rotary meetings, but at no time is an opportunity given the members to be carried away by human passions and ambitions. Rotarians assemble once a week at luncheon, after which each member returns to his place of business as on every other day of the week, except that he has received new inspirations and ideas thro friendly and cordial intercourse with his co-associates. Once a month Rotarians hold an evening meeting at which time they assemble at dinner,

and music, song, lectures and other forms of amusement form a program of entertainment.

"Thus it will be seen that it is possible to have a number of Rotary Clubs organized which are so closely related to one other that they will be like the branches of a tree diverging from one common trunk, which in this case will be the International Association.

"As one reads the Code of Ethics adopted by the Association in 1915, one becomes aware of the high altruistic sentiments and ethical principles which underlie this new brotherhood of man:

"As a Rotarian it is my duty to realize that I am a business man and ambitious to succeed; but that I am first an ethical man, and wish no success that is not founded on the highest justice and morality.' In this Code of Ethics the Golden Rule is proclaimed: 'Do ye unto others as ye would have them do unto you.'

"It was with great pleasure and interest that we listened to Mr. Cuesta, who has come to Spain to sow this seed of moral regeneration and to form the first

group of men, who, possessing the necessary moral qualities and a true understanding of these principles which underlie the organization, will be able to put into practice this new adaptation of the Golden Rule. As we were listening to Mr. Cuesta the thought came to us that we here in Spain are engaged in a merciless and cruel struggle, for this Code of Ethics as proclaimed by the Rotarians and the Yankees is above all a commercial code. Not only does it appear most admirable to us, but furthermore we believe that if it were possible to convert it into a law, more than one-half the problems with which we are now contending and which make life so hard and bitter in Spain, would be solved. There is no doubt that Mr. Cuesta's example of altruism and self-abnegation will bear abundant fruit, for Rotary will fill a great need in the hearts of the Spanish people and the Rotary wheel which is the symbol of the Association will become well known among us."

Official Call for the Twelfth Annual Convention of the International Association of Rotary Clubs

To Be Held at Edinburgh, Scotland, June
13-14-15-16, A. D. 1921.



TO THE AFFILIATING CLUBS:

The Board of Directors of the International Association of Rotary Clubs having accepted the invitation from the Edinburgh (Scotland) Rotary Club and having decided that the next Annual Convention of the Association shall be held in Edinburgh, this Official Call is issued in compliance with Article VI, Section 1, of the Constitution.

The Twelfth Annual Convention of the International Association of Rotary Clubs will convene in Edinburgh, Scotland, on Monday, June 13, A. D. 1921, for the purpose of receiving and acting upon the reports of its officers and committees, the election of officers, and the transaction of such other business as may properly be brought before the Convention.

REPRESENTATION in this Convention shall be in accordance with Article VII of the Constitution as follows:

Each affiliating club shall be entitled to one delegate for each fifty (50) of its members or major fraction thereof, except that honorary members shall not be considered in arriving at the number of delegates to which a club is entitled, and except further that each affiliating club shall be entitled to at least one delegate even should its membership be less than fifty (50). Each delegate shall be entitled to cast one vote upon all questions submitted to the Convention. Each club may select one alternate for each delegate, and the alternate shall be entitled to vote only in the absence of his delegate.

Each officer of the Association—President, Vice-President, Treasurer, Secretary-General, Sergeant-at-Arms and District Governors—and each past President of the Association is *ex-officio* a member of the Convention and entitled to vote on all questions. Each club having in its membership any of the above mentioned officers is entitled to its full constitutional quota of delegates in addition.

No proxies shall be allowed except in the case of proxies from clubs located in countries other than the

British Isles. (See Article VII, Section 6, of the Constitution.)

Clubs in the United States and Canada, if necessary, can arrange to vote their entire voting strength by proxy at Edinburgh.

ACTION looking to the amendment of or addition to the Constitution shall be taken in accordance with Article XIII of the Constitution, which provides that written or printed notice thereof shall be given by the Secretary of the Association to the affiliating clubs at least thirty (30) days prior to the date of the Convention. Resolutions relating to such amendments or additions should be in writing, and must be in the Secretary-General's hands not later than April 28, 1921, in order that he may have time to send notice thereof to the affiliating clubs.

In addition to the voting delegates each club may send as many visiting members as it desires, and every club is urged to send a large delegation of visitors. All visiting Rotarians will be welcomed at the Convention and will find much to interest and benefit them, and (following precedents) they will be provided with seats so far as the attendance may permit and permitted to take part in the discussions before the Convention.

The benefit which a club secures from the Convention is in proportion to the size and character of the delegation which it sends there.

STEAMSHIP accommodations may be secured through the Headquarters office of the I. A. of R. C.

A reservation of steamship accommodations will be considered as a requisition for hotel accommodations and a guarantee deposit of \$10.00 must be made by each individual who receives an assignment of rooms.

Attention is called to the fact that a registration fee of ten dollars (\$10.00) will be paid by each delegate and visitor, man and woman.

Dated 21 December, 1920.

ESTES SNEDECOR, President.

Attest:

CHESLEY R. PERRY, Secretary-General.

The FUTURE of "OLD NUMBER ONE"

by Harold B. Harvey



THE following article written by the President of the Rotary Club of Chicago, and published in the "Gyrator," the publication of that club, is well worth the earnest consideration of the officers and members of every Rotary Club wherever located. "Old No. 1" is setting a lively pace for all of the clubs.

HANGING on the wall in the offices of this club is a framed document. Probably not one in five of our membership has paused to view it or knows that it is there, yet it has an historic significance in Rotary akin to the person of our own Paul P. Harris, the founder of this great movement. It is our club charter.

THIS charter bears on its face the designation of club "Number 1" in Rotary. Altho it was not issued until some time after the founding of the International Association of Rotary Clubs along in 1913—eight years after the club really originated—its number and the historic facts behind it make it one of the historic documents of Rotary.

THERE are three great outstanding landmarks of Rotary: the conception and promotion of the Paul Harris idea; the founding of this, the first Rotary club, whose historic importance is fixed for all time and whose influence in Rotary will be what we make it; and thirdly, the formation and development of the International Association of Rotary Clubs with its great contributions: the conception of the Greater Rotary of E. L. Skeel of the Seattle Rotary Club; the Rotary Platform by J. E. Pinkham, Seattle Rotary Club; the Rotary Code of Ethics by Jake Perkins, and the Rotary motto: "He Profits Most Who Serves Best" by Arthur Frederick Sheldon of the Rotary Club of Chicago.

LONG after Paul Harris, founder of Rotary, has ceased to exist, mankind will honor his memory, and Rotary will seek to perpetuate his name. Increasingly, as the years go by, the honors which accrue to that charter of "Old Number 1" will be multiplied by the thousands who will come to pay their respects to Rotary's birthplace, to its founder and to the founder club—the Rotary Club of Chicago.

HOW is the Rotary Club of Chicago going to respond to this obligation to the Rotary of the world?

ONE conception of our broader usefulness is to set this up as the model Rotary Club—as the source of inspiration and efficient Rotary service in its every activity, to which Rotarians from over the world may come to receive and exchange ideas and methods which will help the progress of their clubs and all Rotary in general. We would seek no personal glorification; our part should be as modest as it would be earnest.

VIEWED in this light we have a big task ahead. We would not propose to encroach one iota on the problems or purposes of International Headquarters, but rather would we choose to place here, at its door, a club whose

combination of historic origin and constructive service would be of the greatest assistance; for as long as men venerate the birthplace of a great idea will they come to the Rotary Club of Chicago to view the birthplace of Friendship-and-Service-in-Business and to honor that little group of men who first began to put these principles into action. How can we make this club of ours the model of Rotary service at which we aim? How can we shoulder this heavy responsibility to ourselves and all Rotary?

IT MAY be accomplished in a hundred ways, but the problem is primarily one of organization. We have in our ranks men of marked ability who will ungrudgingly devote their time to the service of the Rotary they love. We must utilize this wealth of material and improve the source from whence it comes; we must make the Rotary Club of Chicago a band of representative men who will be doers in Rotary as well as in their own business. This implies the closest scanning of the applicant for membership, not alone by the membership committee but by the proposer and endorser as well, and of necessity it includes the elimination of the member who cannot or will not learn the ways of Rotary. It means, furthermore, the closest analysis of the various offices and committees of the club and the careful selection of the men to fill them.

WHEN this is done we must pass on from the matter of selection to a study of the objects of Rotary, the power it exerts and the benefits it confers upon mankind; and further, we must define the view and scope of our own club. We must then correlate the lines of club activities with relation to these objects of Rotary, both local and general. Then and then only will we be prepared to determine the importance of each activity in relation to the limited time available, both for the club in general and the individual member in particular, and we must then devise the ways and means of developing the results desired in the space allotted to each activity.

KNOWING whither we are going and the paths by which we are to progress, there remains but to enlarge and to emphasize the ways and means of obtaining the maximum result from each committee. Let us take the *Gyrator* committee for example. It should so lay out its program, as it has already begun to do, that it can make definite progress toward the possibilities ahead of it. It should have a well-defined plan to give consistent publicity to the policies and the aims of the club, as well as to the immediate news. Each of the club activities should have a somewhat elastic, but nevertheless measurable, space in its pages—so much for athletics, so much personal news, entertainment, Rotary development, etc. This plan for the administration of the *Gyrator* can be so built up that it could stand from year to year with minor changes and make the *Gyrator* a personal bond between the members and the club.

THE part that the club office should play in this program would be either directive or advisory, according to the need of the moment and the composition of the committee. In any event, it will serve as a reference center for all the committees and would become a place to be utilized more and more for economy of time and effort. Properly administered, it would be invaluable to the membership and would reflect service from every angle, so that by giving service not only to members but to all Rotarians, it would constantly increase the morale and prestige of the club in the many ways which are open to it.

THE responsibility on our club of perpetuating its historic name and place in Rotary is both great and obligatory. Our place in the future of Rotary will be determined by our deeds, not by our words. The glorious past has gone and the future is crowding close upon us. The Rotary Club of Chicago expects every member to do his duty, not because it is a duty, but because the performance of this duty will bring to each member a sense of personal gain, a pleasure in the association with his fellow member that no price can purchase, that no other means can give.

A Word About Classifications

By Kendall Weisiger

HEREWITH we present an interesting communication to a club from Kendall Weisiger, Chairman of the Advisory Committee on Classifications of the I. A. of R. C. Rotarian Weisiger is an official of the Southern Bell Telephone and Telegraph Company, holding his membership in the Atlanta Rotary Club. During the war he was in the Personnel Division of the United States Army, where he attained the rank of major.



A WORD or two about the matter of classifications which seems to perplex so many of the clubs. The unique feature of a Rotary Club is that it limits its membership to but one representative from each distinct line of business or profession. Destroy this feature and your club will in no wise differ from any ordinary organization of business men. If, therefore, we are to continue to thrive and be successful, we must as Rotarians adhere to the fundamental principle set forth in our Constitution and By-Laws which very definitely states that "the active membership of the Club shall consist of but one man in each classification of business or profession, and each member's classification shall be that of his *principal and recognized occupation*." It has been pretty well agreed thruout Rotary that a man's principal occupation shall be considered as the one to which he devotes at least sixty per cent of his time, attention and thought; and that the line which any member may represent in the club shall be the occupation by which he is commonly recognized in his community.

MANY of the clubs have made the mistake of fixing up a classification to suit some prominent or highly desirable man so that he might be taken into the club, notwithstanding the fact that his lines of activity may overlap the classifications of other members of the club; but in many cases experience has shown this practice to be dangerous to the life of the club and house cleanings have resulted with beneficial effects to the remaining membership. Since we are limited in our membership to one representative from each line, we cannot have as members many of the best men in the community who ordinarily would be good Rotary material. Therefore we must be content to make sacrifices of our desires, in order to preserve the integrity of the club and for this unselfish reason, we should also refrain from the specially created classification to take care of some good fellow.

THERE is another tendency manifested in some of the clubs to depart from a strict interpretation of classifications, by taking in a number of men from some large enterprise under such classifications as engineer, purchasing agent, publicity agent, etc. This is not thought to be good practice, since it gives such an enterprise an overbearing representation, which on occasion might be undesirable for the best interests of the club as a whole. Rotary

membership should be confined as far as practicable to men who are *specialists* in their respective lines. Each membership proposal should be scrutinized to determine what new line of knowledge a proposed member can bring into Rotary, rather than what Rotary can do for him.

I WOULD strongly urge upon you a rigid adherence to your Constitution and By-laws in the selection of your membership. To pave the way for this it is well for your club to set up for itself a clean-cut list of classifications for which desirable material is likely to be found at some time in the near or even distant future, with a view to permit expansion of your membership in an orderly way and along legitimate lines. To assist you in this the International Headquarters has recently sent out information on the standardization of classifications and has recommended that there be appointed in each club some well qualified member who will make a study of the whole matter of classifications in your community with a view to standardization. Many of the clubs have merged their Membership Committee into their Classification Committee, having found that the Classification Committee can do the entire job, and in many cases the Classification Committee is a secret committee known only to the president, who serves as a liaison between the committee and the Board of Directors on matters pertaining to classification and membership. By vesting in such a committee full authority concerning the establishment of classifications, many difficulties will be avoided.

THE ordinary membership proposal does not usually afford all the information that is necessary to pass upon a proposed classification, and here care should be exercised that there is a thoro understanding of all the ramifications of the business of every proposed member, in order to leave the way open for the future expansion of your membership. For example, a member holding the retail end of some classification may also do a considerable jobbing business and therefore he might object strenuously to the admission of a jobber in his line. Likewise there is frequently confusion between manufacturing and wholesaling. So the time to settle these questions is at the outset when a member is initially proposed, and not later on when you want to make room for some proposed new member in a similar line.

MY PARTING word on classification is that you adhere closely to the fundamental principle of our organization as expressed in your Constitution and By-laws.



THE DECEMBER BOARD MEETING.

BEING a brief of the proceedings of the Board of Directors of the International Association of Rotary Clubs held in Chicago, U. S. A., December 30th, 1920, to January 3rd, 1921. This brief was prepared by the Secretary General and is a short review of the accomplishments of the Board, lack of space forbidding a more complete summary. The artist's desire to do justice to the President and the Immediate Past President makes the other members of the Board appear small by comparison in the heading above; but they are all big men.

FIVE days were required to conclude the agenda prepared for the meeting of the Board of Directors of the International Association of Rotary Clubs, which began on December 30, 1920, in Chicago.

Much time was given to conferences with the Constitution and By-Laws Committee upon the draft of the Constitution and By-Laws which the Committee has prepared in accordance with the instruction of the 1920 Convention. The complete draft with annotations and recommendations by the Committee will be printed and distributed to all the clubs prior to the District Conferences. It is expected that in every club as well as at the District Conferences the proposed plan will be most thoroly discussed.

The arrangements for the 1921 Convention at Edinburgh also required a great deal of time. Mr. Dickinson of the Cunard Company was on from New York and every detail was gone over. A voluminous book of "Convention information" has been prepared and will be distributed freely just as soon as the data concerning the ships, the rates, sailings, etc., are settled.

The Convention Program Committee is composed of Vice Presidents McCullough, Havens and Timmons and District Governor Wilkie of Edinburgh and T. S. Barber of London, England.

The Convention City Executive Committee has Rotarians Wilkie and Hunter of Edinburgh as joint chairmen. The entire personnel of the Committee appears on another page.

ASSUMING that the delegates from North America will travel on two boats, it was agreed that all the General Officers of the Association shall travel on the same ship and that the Association Past Presidents, District Governors and Committee Chairmen shall be assigned to accommodations with their respective clubs on either ship, it being assumed that each of them will desire to be quartered with his own club.

IT was agreed that Clubs shall be requested not to make efforts, as Rotary Clubs, to influence or protest against legislation providing for irrigation projects in the Yellowstone National Park, but the Board recommends that clubs interested in the bill which is now attracting so much attention in the United States should have the same discussed in meeting for the enlightenment of their members and in order that the members as individual citizens may with intelligence and conviction exert influence with their representatives in Congress if they so desire.

IT was agreed that the Board point out to Clubs the inadvisability of passing resolutions on any purely political question or regarding any existing or proposed municipal, state, provincial or national legislation; and the Board urges Rotary Clubs not to ask other clubs to endorse such resolutions or to pass similar resolutions; and District Governors and General Officers of this Association are advised not to head any movement tending toward the passing of such resolutions or the uniting of clubs for the furtherance of such resolutions.

THE Board considered a recommendation from President Snedecor that Article VII (Avoidance of Politics) of the Standard constitution for Rotary Clubs should be revised to read as follows:

Section 1. This club shall not endorse or recommend any candidate for public office nor shall the merits or demerits of the candidacy of any person for public office be discussed or commented upon during any club meeting.

Section 2. The merits of any public question involving the social, economic or moral welfare of the people may be fairly and intelligently studied and discussed before a club meeting for the enlightenment of its members; but this club shall not take any action endorsing or condemning any measure which is to be submitted to the vote of the people or of any legislative body of any municipality, state, province or nation.

It was agreed that this amendment to the Standard Constitution for Rotary Clubs shall be submitted to the Committee on Constitution and By-Laws for their consideration and report to the 1921 International Convention.

CONSIDERATION was given to the matter of the Association adopting as a part of the Association's program for the education of Rotarians as to Rotary the play *The Spirit of Rotary*, written by Rotarian Roger Burnham of Honolulu, Hawaii, and presented during Convention week at Atlantic City, and it was voted that the Board express its recognition of and gratitude for the earnest efforts of Rotarian Burnham and of the Honolulu Rotary Club to advance the cause of Rotary, but the Board does not see its way clear to accept the ownership and rights of production of the play, *The Spirit of Rotary*, offered to the Association by the Rotary Club of Honolulu, and that, in justice to the author the play be returned to the Honolulu Rotary Club and to Rotarian Burnham for any use of it they may see fit to make. In this connection it must be kept in mind that the Board has not expressly disapproved the play in any way. The decision is merely that, at the present time, it is not considered advisable to urge this play upon the clubs as a definite part of Rotary's Educational Program.

THE extension of Rotary in countries other than the United States, Canada, Cuba and Great Britain received full attention. The new club at Madrid, Spain, was affiliated. The extension of Rotary in the following countries was authorized: Mexico, Brazil, Peru, Chile, France, Holland, Belgium, Sweden, Norway, Denmark, Switzerland, South Africa, Australia, New Zealand: but extension work in these countries must proceed strictly in accordance with the established rules and regulations and under the direct supervision of the Secretary-General, representing the Committee on Foreign Extension. In each of these countries the effort is to be made to secure the establishment of the first club in the capital or principal city in the country. Other cities in the country must wait until this is accomplished. This is specially true with regard to France and Mexico, and the organization of the Rotary Club of Mexico City probably will be referred until the new government of Mexico has been recognized by the United States and Great Britain.

Upon the recommendation of the Canadian Advisory Committee it was decided that, if it meets with the approval of the Foreign Extension Committee, the Rotary Clubs of Canada shall be invited to assume the responsibility of bringing to a successful conclusion the extension work already inaugurated in the leading cities of Australia and New Zealand.

THE Model By-Laws for Rotary Clubs were revised to be in accord with the amendments of the Standard Constitution made by the 1920 Convention. A decision was reached that "One Additional Active Member" permitted by the Standard Constitution shall be known hereafter by the term "Second Active Member." Clubs are permitted but not encouraged to have "Second Active Members." (Such members are now called by the club "Associate"—"Partnership"—"Junior," etc.)

IT was decided that Governor W. R. C. Smith of the 8th District should be given a committee to accompany him in visiting the clubs in Cuba and in conducting a meeting of Club Presidents and Secretaries in that country. Rotarians John Turner and Angel Cuesta of Tampa and the Secretary-General were appointed as the Committee.

CANADIAN Rotary Clubs were asked to take continued interest in the National Bureau of Education for Canada, a movement which was largely inaugurated by the Rotary Clubs of Canada under the leadership of Leslie Pidgeon.

It was also agreed that the Canadian Advisory Committee may make arrangements to have an outstanding French-Canadian address Canadian Rotary Clubs and also address public meetings under the auspices of Rotary throughout the provinces of Canada other than Quebec and that effort may be made to get speakers from the Western provinces to speak in the East to the end that the French and English speaking Canadians may better understand one other and become more closely united than they are at present.

THE duties and functions of the Boys Work Committee of the Association and of the Boys Work Department in the Secretary-General's office were considered and correlated. The program of the Committee for the year was approved. It was agreed that information regarding Boys Week in New York in May, 1920, shall be prepared and presented to the clubs as a suggestion to them and that the clubs shall be encouraged to carry out such program, if possible adapting the program submitted to the respective local conditions.

THE foregoing review gives the outstanding features of the Board Meeting. In addition to the items enumerated above there were a score of matters of a more specific character which were considered and acted upon.

The President's Report

PRESIDENT SNEDECOR'S report to the Board is a graphic review of the activities of the Association as they clear thru his office. As presented it was as follows: Gentlemen:

I did not reach my office in Portland, Oregon, following the last Board Meeting until November 8th. This report is being dictated on December 24th. During this period 837 letters, 123 telegrams and 1,365 Club publications have been received and 764 letters and 63 telegrams have been sent out. In addition to this a circular letter to all Club Secretaries was sent out containing a short Christmas message from the President to be published by them in their Club publications or read before the Clubs at their Christmas meetings. This plan seems to have been most effective in getting a personal message to all Rotarians. It seemed to strike a responsive cord in all Club Secretaries and they co-operated with me in a wonderful way in getting this message out to all Rotarians.

More attention than ever has been given to the institutional meetings of new Clubs. It has always been my practice to write a message of welcome to the President just as soon as I receive notification that the application of a Club has been accepted. In addition to this I have on many occasions telegraphed greetings on the occasion of the institutional meeting. These meetings are of great value not only to the new Club, but to all Rotarians participating. Preparations for such meetings should, therefore, be carefully made in each instance so that they may produce the best possible results in educating and inspiring Rotarians. Wherever possible it should be made the occasion of an inter-city meeting with as many visiting Rotarians as possible from neighboring Clubs. This suggestion is being carried out in most instances but it is important, of course, that we should have the District Governors see to it that each institutional meeting is prepared for with such diligence as to insure its success.

Co-operation With Districts

THE District Governors appear to be getting into the full swing of their work now and are producing splendid results. The November attendance report showed an average attendance of 76.41 per cent by the Rotarians of North America. This, I believe, is the highest record of attendance ever reached in International Rotary and reflects great credit upon the District Governors and the work of the Department of Co-operation with Clubs at Headquarters.

I regret to have to report that owing to ill health it became necessary for District Governor Charles Cochran of the Twenty-second District to resign on November 27th. Charles' heart was in his work and it was a great disappointment to him as well as to us that he should have to resign. A poll of the Presidents of all Clubs in the Twenty-second District was immediately taken thru my office with the result that Rotarian Nelson G. Pike, Past President of the Portland Rotary Club, was unanimously chosen to succeed Governor Cochran. In order that the work of the District might go on without interruption, Rotarian Pike was then appointed by the President as Governor of the Twenty-second District and this appointment has been ratified and confirmed by the Directors thru a ballot by mail. Governor Pike is devoting a great deal of time and energy to his work and has already made official visits to the Clubs of Seattle, Tacoma and Everett, Washington. The Presi-

dent has been co-operating with Governor Pike to the fullest extent while he is becoming familiar with the routine work of his office.

I have been in constant communication with practically all of the District Governors and I am doing all within my power to co-operate with them and assist them in the tasks and problems which they are facing in their respective Districts.

Visits to Clubs

I regret to say that I am finding very little opportunity to make visits to individual Clubs. It was my good fortune to be present at a very enthusiastic inter-city meeting held at Lakeland, Florida, with large delegations from five Clubs of Southern Florida. I attended a meeting of the Board of Directors of the Club at Montgomery, Alabama, and a few days later I had luncheon with a number of prominent Rotarians in Minneapolis called together by former District Governor Harry Craddick at the Minneapolis Athletic Club.

Work of Standing Committees

ALL Committees, and especially the Chairmen, are exceedingly active at this time. The Committee on Publicity and the Committee on Education have both issued well-prepared communications to the Club officers. Since our last meeting the Committee on Boys Work, the Committee on Constitution and By-Laws, the Canadian Advisory Committee and the Committee on Foreign Extension have met and their reports will be considered at this meeting of the Board. Chairman Jack Jones of the Committee on Business Methods has had several conferences with Secretary Perry and a personal conference with the President at

Portland. He is doing some very effective work by correspondence with the members of his Committee and is planning to hold a meeting in Chicago on the 18th of January. The Advisory Committee on Classifications is being kept busy on classification problems. The Committee on Official Publication is doing some very effective work by co-operating with the management of THE ROTARIAN in increasing its volume of business as well as its popularity among Rotarians.

Co-operation of Rotary With Mr. Hoover

ON December 1st Mr. Herbert Hoover telegraphed your President asking for the co-operation of the Rotary Clubs thruout the country in the campaign for funds for the relief of the starving children of Europe. Fortunately Secretary Perry was in Washington at this time and he was instructed to call upon Mr. Hoover to agree upon a basis upon which the Rotary Clubs might co-operate in this good work. This was done with the result that the *Weekly Letter* of December 13th was devoted largely to an appeal to the Rotary Clubs to co-operate with the local organizations of the European Relief Council in the raising of \$33,000,000 for relief purposes. The *Weekly Letter* was followed up by a circular letter from the President issued thru the co-operation of International Headquarters. The District Governors were appealed to by telegraph to assist in this work and they responded most willingly. I am in receipt of numerous letters and telegrams telling of the effective work of Rotary Clubs in insuring the success of this campaign. In a great number of cases the canvass would have failed if the Rotary Clubs had not taken hold of the work.

Respectfully submitted,

ESTES SNEDECOR.

Old English Rota

By Frederick W. Palmer

ROTARIAN Palmer is a Clergyman of Auburn, N. Y.



LEGENDS will some day gather about the origin of Rotary and mythical Rotarians will emerge from the mists of the past. Occult relationships will be traced with the winged solar disk of the Egyptian Horus or Ezekiel's vision of wheels within wheels. But here is a bit of sober history that dates back almost to the Mayflower: A club called the Rota met at Miles's Coffee House, Westminster, in 1659. Pepys of diary-writing fame speaks of it as a kind of "debating society for dissemination of republican opinions." The group that gathered (not weekly but nightly!) was a famous one, for Milton was there and Cynac Skinner, Nevill, Andrew Marvel the poet and others; and, says the Chronicler, "the room was full every evening as it could be crammed with these and their friends discussing abstract political questions." Rota was talked about in London as Rotary is today or Butler would hardly have referred to it familiarly in *Hudibras*—

"But Sidrophel as full of tricks
As Rota men of politicks."

WE have it from *Timbs Club Life of London* that the place was provided with a specially made oval table having a "passage in the middle for Miles to deliver his coffee." It was about the beginning of coffee-drinking in England, for the first public sale of the beverage was in 1650. The merits and demerits of this Turkish innovation had been vehemently discussed, but coffee-houses were spring-

ing up, and one of them, and not a tavern, became the shrine of Rota-rian convivialities. It was a far cry to Prohibition days, but Rota was apparently as innocent of intoxicants as any Rotary lunch, altho there was a touch of rough stuff now and then in the way of discussions. It is on record that once the session was invaded by a bunch of roysterers from a nearby tavern,—something there for the Sergeant-at-Arms.

ENGLAND was under the Commonwealth, or the Protectorate, and the name Rota is supposed to have been derived from a plan advocated by this club, that a certain number of members of Parliament should be changed in rotation. The President, if that is what they called him, one Harrington, a writer of some note, like his successors in modern Rotary must have enjoyed the spotlight for he lectured *nightly* on the advantages of a Commonwealth and of the ballot.

THIS interesting association of forward-looking men ceased to function at the Restoration, as was to be expected. Itself one of the earliest organizations of the sort, Rota was the very first, as Timbs thinks, to which the word club (or clubbe) was applied. Evidently they were "regular fellows" with a fine sense of public service and certainly men of mark in their times. They merit Dr. Johnson's definition of a club,—*"An assembly of good fellows meeting under certain conditions."* Considering the difference in the times, Rota was a highly respectable forerunner of Rotary.



EDITORIAL

The Sixteenth Year

FOR sixteen years the leaven of Rotary has been at work among the Nations, and to the observant the effect is already becoming obvious. Thruout the world the idea that service comes first in business and profit is a secondary consideration, finds expression in high quarters. As an instance may be quoted the words of President Elect Warren G. Harding of the United States of America, who in a recent speech emphasized the need for recognition by all men that if conditions are to be bettered, service must be the prime object in every commercial activity, and then profit will follow service "as the night the day."

* * *

Thrift

IN these days of hard times many contend that thrift must be practiced by everybody, but there appears to be a great diversity of views regarding the definition of thrift. Guy Gundaker has said that thrift is the efficient handling of what one has and is not necessarily gauged by the amount one has left. A thrifty individual may or may not be economical. It depends upon his objective. In the United States when a person is designated as "a piker" it is generally considered that such a person is neither economical nor thrifty. Thrift is certainly in opposition to waste. Let us stop wastage and we will be thrifty.

* * *

Peasants

FOR some idiotic reason the word "peasant" has come to have a derogatory meaning in the English tongue. This is probably due to the influence of certain French writers of the Eighteenth Century who loved to make fun of countrymen for the amusement of a certain class of courtiers and courtesans; for peasant is a French word, meaning one who is "of the land." And regarding this meaning and this word it would be well for us to consider a few things. There is, behind the great military, naval, diplomatic and commercial power of England one vital weakness. England has lost its peasantry. In England a peasant is known as a yeoman farmer, and beginning with the reign of Elizabeth, the number of yeomen farmers has decreased steadily until today there are very, very few small independent land owners in England. The farmers went to the cities at the time of the birth of manufacturing in the Eighteenth Century. Their children today, instead of being freeholders of the land of their forefathers, are employees—wage slaves, if you like,—or petty tradesmen eking out a petty living. Destroy the English cities and England will be destroyed. That is the peril of England. The seemingly miraculous power of the Belgians, French, Ger-

mans, Russians, Poles and Irish, each to maintain a strong national solidarity in the face of the most devastating political upheavals and revolutions, is because their strength lies in the peasants, the people of the land, not because of any greater brilliance on the part of their statesmen. In the United States the trend of population from the country to the city is the foundation of its high criminal record. Farmers are industrious and law-abiding. The people who have come to the United States from the country districts of other lands were industrious and law-abiding in their own lands; but coming to the American cities, they fall in with the children of American farmers who have been corrupted after coming there, and are in their turn demoralized. The wealth and power of its cities have always been disastrous to a nation. History proves it. It can only be thru the wealth and productiveness of a people who own and cultivate the land—who are shareholders in the nation—that any nation, its glory and its ideals, may be indefinitely perpetuated. Cities are easily destroyed and with them their great works of architecture, their people, their prides, their abominations and the political schemes inaugurated in their councils; but the land remains with those who live upon it. Cities, made by men, can be destroyed by men: only God can destroy the land; so it would seem that the peasants are God's men. It may be taken as an axiom that every farmer is a national shareholder and a public servant; while the average city man frequently is not.

* * *

He Has It Not

THERE are millions of children starving in Europe. They have not bread, but the people of other nations have it for them. In China millions of people are dying of famine. Has the rest of the world nothing for them? A crippled child in Toledo had no apparent chance for a useful life, but the Toledo Rotary Club found that it had the chance for him and gave it to him. Various nations had no passport to escape from yellow fever, but Dr. Gorgas and others gave them such a passport. In the unfolding of understanding we come to realize that there are many who lack a passport to health or happiness or success and that others hold such passports for them. It may be said of an unknown man in a far distant country, as well as of one's own brother, "He has it not, but I have it for him."

* * *

Co-operative Right Thinking

NOT so very long ago a Convention of Rotarians voted that one of the greatest, most urgent and most practical tasks before Rotary today is to arouse and stimulate the development of public discussion

COMMENT



and organized co-operative right thinking for the general public good. Observation of the various agitations which have disturbed the body politic, the business world and society in general bring to notice the recurring psychological fact that in all of these expressions of unrest, persons are just feeling and not thinking. The solution of the difficulties inherent in relations between employer and employe, a government and governed, etc., will be found in the elimination of feeling and the establishment of solid thought with regard to them.

* * *

Am I My Brother's Keeper?

A GAIN and again we say that Rotarians realize that the answer to this ancient interrogation is an emphatic "yes." It is well that there is such an understanding, and yet we may become so concerned with our brother's keeping that we may forget that he too is our keeper. If it is our privilege to remove the mote from his eye, it may be his privilege to remove the beam from ours. In the performance of good deeds there is nothing so helpful as humility.

* * *

"Proceeding Carefully" or "Going Slow"

THESE phrases are frequently used by Rotarians engaged in the field extension work of Rotary, and it is probable in nine cases out of ten the phrases are improperly used; that some other phrase should be used instead: for instance, "I am too busy just now," etc. Every Rotarian will admit that Rotary has done wonders for him personally—made him a bigger, broader, better man. He wouldn't part with his Rotary membership for a considerable sum of money. He will also enlarge upon the benefit accruing to his community on account of its having a Rotary Club. Yet some community in his near neighborhood may be ready and anxious for the benefits of Rotary but unable to secure it because it is considered advisable to "proceed carefully."

* * *

Rotary In A Nutshell

ROTARY is a hopeful, trustful, joyful acceptance of the Golden Rule as a practical, workable course of procedure for the attainment of success and happiness. This philosophy or "Spirit of Rotary" is reflected in the social and business activities of the Rotarians as they try to live in accord with their belief. The "Spirit of Rotary" is manifested by the atmosphere of good fellowship, optimism and inspiration which prevails in the luncheon clubs where Rotarians meet together each week. It is also manifested by the deeds of service which Rotary Clubs so often perform in and for their communities. The

International Rotary Headquarters is the central office in Chicago which serves as a clearing house for the ideas and activities of the hundreds of Rotary Clubs located thruout North America and all around the world. Here a staff of some fifty people are steadily at work all the time under the direction of a secretary-general and several departmental secretaries. Here is published "The Magazine of Service."

* * *

The Field of the Cloth of Gold

ROTARY is a Field of the Cloth of Gold upon which men of every business and profession, of every creed and of every political affiliation meet and know one another, not by the labels which their politics or creeds have given them, but on the basis of their common humanity. By that one fact alone, Rotary stands forth as the finest social accomplishment of the age. It was at first thought that the great mechanical inventions of the past century would promote harmony among the Nations, but it has been found that they can as well be the deadliest of weapons for destruction when Nation falls upon Nation in wrath; that they can be modes of spreading hatred in men's souls more quickly and efficiently than any methods formerly known by men. Rotary stands pat upon the ancient Talmudic saying which Christ impressed upon His followers as fundamental in their relations with one another and mankind, "Do unto others as you would have others do unto you." With that spirit in operation thruout the width and breadth of the wide world, paramount in the trading of the Nations with one another in every sea-washed port where the great ships come and go, peace and concord must exist among men. Rotary is the practical application of the high ideals of our race to its material activities, and in that practical application Rotary may be said to be most friendly to God, for on its Field of the Cloth of Gold the Fatherhood of God is held as universal a fundamental of human sympathy as the brotherhood of man. God is the high authority from which all other legitimate authorities flow, and Rotary demands respect for such authority as the one source from which order, peace, good will and happiness may come upon the peoples of the earth. It is not that our ideals have not been high enough; it is because we have not lived up to them that we have so often disgraced ourselves. Rotary makes all our daily tasks a chain of gold to bind the planet to the feet of God, for it believes that only when good will is a workaday thing in the hearts of men, shall there be, "Peace on earth to men of good will" forever.

International Committees

THESE are the men who, with the General Officers and District Governors, provide leadership in Rotary. They serve without compensation, giving generously of their time and best thought to the steadying and advancing of Rotary. The value of the services of these men to Rotary Clubs and to Rotarians cannot be over-emphasized.



THE following is the complete personnel of the International Committees selected for the year 1920-1921:

CLEARING HOUSE COMMITTEE

Guy Gundaker, Philadelphia, Pennsylvania, Chairman.

Ralph W. Cummings, Lancaster, Pennsylvania.

Rogers W. Davis, Charlotte, North Carolina.

John J. Jones, New York City.

Louis D. Hicks, Atlanta, Georgia.

COMMITTEE ON EDUCATION

Ralph W. Cummings, Lancaster, Pennsylvania, Chairman.

Harry B. Craddick, Minneapolis, Minnesota.

William G. Farrell, Salt Lake City, Utah.

Alex Sheriffs, San Jose, California.

Robert L. Smith, Hamilton, Ontario.

COMMITTEE ON CONSTITUTION AND BY-LAWS

Donald MacRae, Halifax, Nova Scotia, Chairman.

Miguel Caballero, Matanzas, Cuba.

Frank A. Coupal, Buffalo, New York.

J. E. Lloyd Barnes, Liverpool, England.

Claude D. Secheverell, Madison, Wisconsin.

FOREIGN EXTENSION

John Barrett, Washington, D. C., Chairman.

Arch C. Klumph, Cleveland, Ohio.

Angel G. del Valle, Havana, Cuba.

Fenton R. McCreery, Flint, Michigan.

Herbert P. Coates, Montevideo, Uruguay.

J. Frank Lanning, Pittsburgh, Pennsylvania.

Chesley R. Perry, Chicago, Illinois.

BUSINESS METHODS

John G. Jones, New York City, Chairman.

Frank Anderson, Toledo, Ohio.

Hill Ferguson, Birmingham, Alabama.

Charles C. Gates, Denver, Colorado.

Volkert O. Lawrence, Oakland California.

PUBLICITY

Guy Gundaker, Philadelphia, Pennsylvania, Chairman.

Charles H. Mackintosh, Chicago, Illinois.

R. McC. Bullington, Richmond, Virginia.

F. A. Lidbury, Niagara Falls, New York.

Thomas C. Sheehan, Jersey City, New Jersey.

COMMITTEE ON BOYS WORK

Rogers W. Davis, Charlotte, North Carolina, Chairman.

Robert E. Patterson, Toronto, Ontario.

H. E. Van de Walker, Ypsilanti, Michigan.

Ed. L. Stock, Washington, D. C.

Charles Strader, Lincoln, Nebraska.

F. Norie-Miller, Perth, Scotland.

Hugh Boyd, Belfast, Ireland.

Charles R. Hemingway, Nottingham, England.

CANADIAN ADVISORY

R. J. Lydiatt, Calgary, Alberta, Chairman.

W. H. Alderson, Toronto, Ontario.

Charles J. Burchell, Halifax, Nova Scotia.

Walter J. Francis, Montreal, Quebec.

A. R. McFarlane, Vancouver, British Columbia.

ADVISORY COMMITTEE ON CLASSIFICATIONS

Kendall Weisiger, Atlanta, Georgia, Chairman.

Wallace L. Caldwell, Birmingham, Alabama.

Benson C. Hardesty, Cape Girardeau, Missouri.

Arthur G. Pierce, Pittsburgh, Pennsylvania.

J. S. Ryan, Calgary, Alberta.

OFFICIAL PUBLICATION

Louis D. Hicks, Atlanta, Georgia, Chairman.

Chesley R. Perry, Chicago, Illinois.

Estes Snedecor, Portland, Oregon.

Albert C. Terrell, Grand Rapids, Michigan.

James W. Davidson, Calgary, Alberta.

CONVENTION PROGRAM COMMITTEE

Crawford C. McCullough, First Vice-President, I. A. of R. C., Fort William, Ontario, Canada, Chairman.

Raymond M. Havens, Second Vice-President, I. A. of R. C., Kansas City, Mo.

Robert H. Timmons, Third Vice-President, Wichita, Kansas.

Alexander Wilkie, Governor 24th District, I. A. of R. C. and President, B. A. R. C., Edinburgh, Scotland.

T. S. Barber, Editor *The Rotary Wheel*, London, England.

CONVENTION CITY EXECUTIVE COMMITTEE

*Chairmen, Alexander Wilkie and T. D. Hunter; R. W. Pentland, W. L. Sleight, J. Albert Thomson, R. C. Bell, J. B. Peden, Sir J. Dobbie, J. R. Little, J. G. Downes, R. C. Buchanan, T. M. Sleight, T. Stephenson, A. S. Lochhead. All are members of the Rotary Club of Edinburgh.

*President Alexander Wilkie of the B. A. R. C. and President Hunter of the Edinburgh Club will act as joint Chairmen of the Committee. The Interim Secretary of the Committee is A. S. Lochhead, and the business address of the Committee is 6 South Charlotte Street, Edinburgh.

AFTER EDINBURGH

Travel through Europe with
THE TEMPLE TOURS

The
Temple Tours
sent more
people to Europe
in conducted
parties during
1920
than did any
other travel firm
in
America



The Lauterbrunnen Valley
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The
Temple Tours
offer the
most interesting
routes,
the most skilled
management,
the lowest
prices,
the greatest
satisfaction

More than one-third of the Rotary Districts have, after careful investigation, chosen to travel with the Temple Tours after the Edinburgh Convention. Other Districts will do so. It will be a pleasure to send you circulars and full information.

THE TEMPLE TOURS

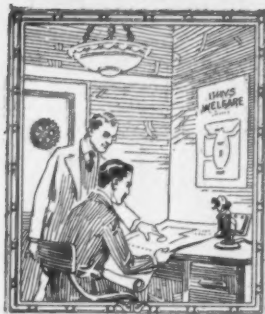
Hotel Holley
Washington Square
New York City

65 Franklin Street
Boston, Mass.

603 N. Broadway
Lexington, Ky.

140 No. 12th Street
Lincoln, Neb.

563 39th Avenue
San Francisco, Cal.



CLUB NOTES



SCHENECTADY, NEW YORK.—Rotarian Chester J. Woodin, Chairman of the Attendance Committee, has sent each member holiday greetings in the form of a blue card to be hung by a cord from each member's telephone. On one side, set to music, is written, "Today is Thursday—Rotary," and on the other side there are instructions for the stenographer as to how to use it effectively. Accompanying the card is a letter of appeal to each member to have his stenographer slip the cord over the mouth piece of the telephone every Thursday. Thursday is Luncheon Day at Schenectady.

CHICAGO, ILLINOIS.—The index for Volume XVII of *THE ROTARIAN*, including the issues of the magazine from July to December, 1920, inclusive, is now ready. Any Rotarian who has kept a file of the magazines and desires an index for binding or other filing purposes is welcome to same upon request at International Headquarters, 910 South Michigan Avenue, Chicago, Illinois.

UTICA, NEW YORK.—The Club gave \$342.00 for baskets for the worthy poor this Christmas. The Christmas dinner was a treat from the Hotel Utica, but every Rotarian paid his \$1.00 just the same and the money will go either to Boys Work or to the Hoover Fund for Europe's starving children.

TORONTO, ONTARIO.—Each of the three hundred boys who attended the Rotary Christmas entertainment at the King Edward Hotel was presented among other things with a bank book with an initial entry of \$1.00. Until Christmas, 1921, there will be a contest among the boys as to who can show the largest bank account and the owner of the largest will be given a prize of \$100. The entertainment was given in the Pompeian Room of the hotel, the members of the Rotary Club acting as waiters. The head waiter of the hotel announced they were the swellest outfit he had ever had in his charge.

DETROIT, MICHIGAN.—Two weeks before Christmas it was announced that the Rotary Club would receive from its members subscriptions for the Annual Christmas Shoe Fund. At the end of one week the Chairman of the Shoe Fund Committee reported that \$2,648.10 had been subscribed by

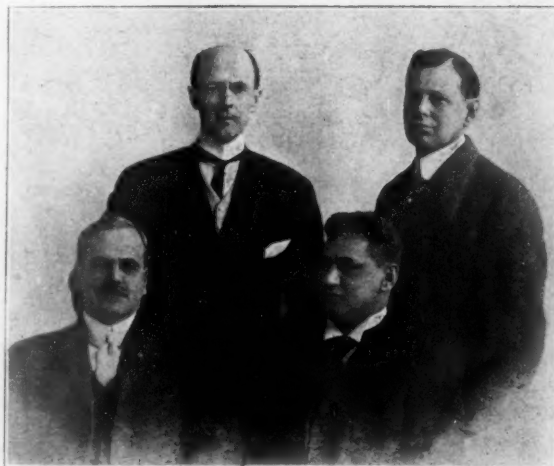
Dean of the Rotarians



*Adam Brown, Hamilton, Ontario.
Rotarian who is the oldest man in Rotary.
He is 88 years old.*

two hundred and eighteen members with a number of subscriptions to come in. On top of this fine showing, after an appeal for the aid of three and one-half millions of children in the Near East, the gang came right back with \$1,325.00, the result

The Original Rotary Quartette



*The first Rotary Club—Silvester Schiele,
Paul P. Harris, G. H. Loehr and
H. E. Shorey*

of which will be the saving from starvation of more than one hundred and thirty children. It was announced that a donation of \$10.00 to this fund would provide one child for a year with sufficient food to insure the saving of a life.

BURLINGTON, IOWA.—The Rotary Club provided Christmas baskets filled with fruit, candy and nuts for between three and four hundred children. Each Rotarian was then given the names of children and their ages, for whom he was to purchase toys or something useful and deliver the basket in person, thus doing a personal act of Christmas kindness.

TOLEDO, OHIO.—The Rotary Club gave a wonderful and beautiful entertainment for the little unfortunate children of this city at Woodward Technical High School two days before Christmas. One of the members donated \$2.00 for each child present at the entertainment. In addition, each child was given two big shopping bags to hold plenty of candy, two big rosy apples, a popcorn ball, nuts, oranges, candy canes, neckties, mittens, hair ribbons, sweaters, etc. Among the children entertained were the deaf children and blind children who are the special wards of the Rotarians.

CENTRALIA, WASHINGTON.—The Rotary Club gave a Christmas party and exchanged presents this year. Each member was required to give a present suggestive of his business. The result was interesting and sometimes amusing. One member received a package of shingles, another two dozen eggs, another a gold dollar and still others, a sack of vegetables, a kewpie doll, a desk pad, a box of cigars, an order for the extraction of a tooth, a spark plug and a copy of *The American's Creed*.

EAST ST. LOUIS, ILLINOIS.—The Rotary Club of East St. Louis had a municipal Christmas Tree this year for all the children of the city. The tree was put up at the corner of Collinsville and St. Louis avenues. Singers from the High School rendered Christmas carols around the tree and a special entertainment was given by the Club.

ST. PAUL, MINNESOTA.—At the Christmas meeting of the St. Paul Rotary Club Tuesday, December 21st, Rath, Mills & Bell, Motion Picture Producers, represented in the club by

Upsonboard makes old homes new!



This beautiful room, once dingy and unsightly with cracking, falling plaster, now owes its beauty and attractiveness to the charm of its Upsonized walls and ceilings.



In just such rooms as this, Upsonizing best works its magic. The old walls and ceilings of every room in your home can be made permanently beautiful and attractive with Dependable Upson Board.

LOOK up at your ceilings, brother Rotarians! Are they *cracked* and unsightly?—broken in spots—dangerously sagging?

You have probably planned to have them done over but you dread the inevitable dust, dirt and confusion of replastering—to say nothing of the expense.

Here is good news! You can make these old ceilings *new*—and your walls, too—with the magic of Upson Board.

The big, rigid, sturdy panels of Upson Board will forever cover up the old broken plaster. And you can finish the smooth panels in soft dainty tints or rich deep shades that will work a wonderful transformation in your home.

But do not confuse Upson Board with ordinary wall-board. It is nearly twice as strong, as proven by actual tests. It is harder and stiffer—more wood-like; takes paint better.

You can tell genuine Upson Board by its famous *Blue Center*—a sure means of identification for this dependable board that is nearly *twice as strong*.



Upson Board is *not* expensive

Here is the approximate cost of enough Upson Board to cover the ceiling of an average room:

Living Room.....	12'x16'	\$13.00
Dining Room.....	12'x12'	10.00
Kitchen.....	10'x12'	8.00
Bed Room.....	10'x12'	8.00
Bath Room.....	7'x 8'	4.00

Right now, before you spend a penny on your home, office, store or factory, sit down and write this letter to Rotarians Charlie and Harry Upson of Lockport—"Dear Brother Rotarians. Send me a sample of Upson Board and some of your literature."

THE UPSON COMPANY
302 Upson Point,
Lockport, New York

UPSON-BOARD

PROCESSED

THE DEPENDABLE BOARD WITH THE FAMOUS BLUE CENTER

*Perhaps you never saw
one like this—*

The Parker Bakelite Pen has a transparent barrel through which the ink supply can always be seen. No running dry unexpectedly. Just as useful as the gasoline gauge on your automobile.

Bakelite is tough and non-inflammable. This style is furnished as a non self-filler of large ink capacity. Perhaps this is just the pen you have been wanting.

PARKER LUCKY-CURVE SAFETY-SEALED Fountain Pens

PRICES OF BAKELITE PENS

No. 20	- \$3.50
" 23	- 4.00
" 24	- 5.00
" 25	- 6.00
" 26	- 7.00
" 28	- 9.00

Parker
Clip
25c
Extra

You use a fountain pen so often and so constantly that you are justified in insisting on a Parker. For sale by druggists, stationers, jewelers and department stores.

THE PARKER PEN COMPANY

Rotarian **GEO. S. PARKER**,
President
JANESVILLE, WISCONSIN
New York Chicago
Boston San Francisco
Spokane (6)

Bob Mills, presented the club as a Christmas gift with 250 feet of film to be used at any time in 1921 in picturing any activity of the club that is worth while. Bob contemplates making this an annual gift.

EVERETT, WASHINGTON.—The football squad of East Side High School, Salt Lake City, Utah, accompanied by Principal Coombs, Coach Ott Romney and Rotarian "Bill" Day of the Salt Lake Club, were recently entertained at a regular luncheon of Everett Rotarians, Coach Bagshaw and the Everett High School squad also being guests of honor.

In line with Rotary's program for active participation in the development of boys, the Everett Club has steadfastly given its support to school athletics, believing that as much depends upon correct development of truly clean sportsmanship in all athletic contests, as the attention to other phases of boys work. The luncheon was, therefore, both a compliment to East Side High, the vanquished in a contest on the tank on Thanksgiving Day, and an expression of admiration for the manliness exemplified by the Everett team in the present season.

BLUEFIELD, WEST VIRGINIA.—R. B. Parrish, immediate past President of the Rotary Club, has been elected a member of the National Advisory Board of the Old Colony Club, being the second man in West Virginia elected to that board.

Lawrence Alexander, also a Rotarian, has been chosen County Chairman of the Near East Relief.

CHICAGO, ILLINOIS.—The Rotary Club recently entertained some distinguished Chinese guests. They were the four sons of the late Yuan Shih Kai, second President and the great "strong man" of China, and a nephew, William. The boys, Alexander, Henry, Thomas and Charles Yuan, are aged twelve to seventeen. They are en route to Vermont, where they will be put in an American home in a small, thoroly American town. They will remain in America eight years. George L. Treadwell, business manager of the Club, a former member of the Shanghai Club, was responsible for introducing these distinguished sons of China.

HAVANA, CUBA.—The Club had the honor recently of entertaining the first visitor to America from the new Rotary Club in Madrid, Spain. The visitor was Señor Don Jose Pizano, the distinguished Spanish painter.

HOT SPRINGS, VIRGINIA.—The Rotary Club of this city invited the Hon. Henry Morgenthau, former United States Ambassador to Turkey, and who during that time was in charge of the interests of Great Britain, France, Italy, Russia, Belgium and other countries in the Ottoman Empire, to speak at the Hot Springs school. Mr. Morgenthau accepted the in-

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Colors:—Black, white, navy, brown, and gray.

Sizes:—Men's 9½ to 11½; Ladies' 8 to 10.

Prices:—Men's \$10.00 and Ladies' \$14.00 doz.

Sent on 5 days' approval. I trust you.

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Headquarters Washington Rotary Club
FRANK S. HIGHT, President, Rotarian

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Salt Lake City, Utah

Hotel Utah

GEO. O. RELF, Gen. Mgr., Rotarian

Rotary Club Luncheons held here Tuesdays,
12:15. Visiting Rotarians Welcome

Joliet, Ill.

Woodruff Inn

ROBERT F. McROBERTS, Mgr., Rotarian

Visiting Rotarians Always Welcome

Houston, Texas

Hotel Rice

B. B. MORTON, Manager, Rotarian

Rotary Club Luncheons held here Thursdays, 12:15
Visiting Rotarians Welcome

WHEN your motor car breaks down, unless it is a Ford, you take it to a firm of the best mechanics you know.

When your own body breaks down or threatens to, a good many of you try to hide the circumstance.

When the human body breaks down and ever so often before it breaks down, the owner should take it to a firm of mechanics who make it a business to examine this kind of a machine.

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All conditions of the bones and joints

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All conditions supposedly surgical or pathological

Our staff consists of some nineteen men educated in the best universities here and abroad, both medical, osteopathic and general.

We have spent about twelve hundred dollars advertising to treat crippled children for nothing.

We are now advertising to treat or examine successful adults for cash.

We realize that many men prefer a thorough, finished examination and advice from a competent staff of physicians with whom they are not too well acquainted.

Most examinations require from one to three days.

We examine several thousand a year, but have sufficient working staff so that every patient examined can and does get personal attention. **Write**

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(REGISTERED)
(CHOCOLATES)

Here Is a Surprise for You

Commencing January 1, 1920, I readjusted the prices of my products to meet the conditions of the hour. Some of the ingredients used in the Hatch Chocolates (notably sugar) have been lowered a little in price and I am also able to buy now some kinds of nuts in their raw state at a lower cost.

The lower prices I have fixed are not altogether justified, so far as I am concerned, but I want everybody to be able to continue buying my Specialties—therefore, I am willing to forego all net profit until such time as conditions become normal once more and prices generally for raw products have reached the right basis.

Salto-Nuts (Mixed)
Formerly \$2.25 the Lb.; now \$2.00
Italian Chocolates
Formerly \$1.50 the Lb.; now \$1.25
Supreme Chocolates
Formerly \$2.00 the Lb.; now \$1.50
Matinee Idol Chocolates
Formerly \$2.50 the Lb.; now \$2.00

These lower prices do not mean lowering quality in any respect, for that I will never do and you know I will not, because your confidence and patronage has been won through my sustaining quality.

I have four stores—one, Herald Square at 35th St., and three on the West Side of Broadway near 45th, 52d and 99th Sts. Telephone Fitzroy 241.

Very appreciatively yours

Hatch



"Hatch He Pays the Parcel Post"

vation and was scheduled to speak, but unfortunately President Wilson wired him for an interview on the same day and he could not appear. The Hot Springs Rotarians, however, wish it to be known that this distinguished statesman promptly and graciously accepted the invitation when it was extended.

A Gift of Fellowship



Banner presented by the Rotary Club of Pittsburgh to the Rotary Club of Buenos Aires

HUNTSVILLE, ALABAMA.—The Rotary Club has turned over to the City Infirmary the sum of \$500 which it had on hand and had been originally intended for another use.

GOSPORT, ENGLAND.—Sanders Rogers, Honorable Secretary of the Gosport Club, has written *THE ROTARIAN* to state that the article, *What Rotary Stands For*, in the December issue, credited to the Gosport Club, was not composed by a member of that club. The Gosport publication, says Sanders, cribbed the article, which is a very good one, from another British club, he believes from the Nottingham Club. The Rotary Club of Gosport therefore makes no claim to the definition and regrets that an incorrect credit was given.

DES MOINES, IOWA.—At a recent meeting printed sheets containing the pictures of twenty of the newest members of the Rotary Club were passed around. These sheets contained blank spaces under each photograph for the name and business classification. Members were allowed five minutes to fill in the blanks. The new members were then called on to stand and every man who had "missed" him was required to get on his feet and admit it to the new member. Thus, in a graphic way indeed, was the need for true fellowship impressed upon the club.

RANGER, TEXAS.—The Rotary Club has the honor of having the Hon. William Howard Taft, ex-President of the United States, as an honorary member. This is the first honorary membership granted by the Ranger Club since its organization in May, 1920. Mr. Taft is an active mem-

ber of the New Haven Rotary Club and also an honorary member of the Minneapolis Club.

BOSTON, MASSACHUSETTS.—Austin H. Decatur, President of the Rotary Club, has been recently appointed President of the National Wholesale Hardware Jobbers' Association. This Association takes in practically all of the hardware jobbers in the United States, numbering at present two hundred and forty-four houses representing approximately an annual business of more than \$500,000,000.00.

PITTSBURGH, PENNSYLVANIA.—The Rotary Club is justly proud of its connection with the extension of Rotary in Latin America. Rotarian Frank Lanning of that club has the honor of having organized the San Juan and Ponce Clubs in Porto Rico. He is a member of the Committee on Foreign Extension of the I. A. of R. C., and at present is on a business trip in South America. When he sailed from New York, he carried a beautiful banner, the gift of the Pittsburgh Rotary Club to the Rotary Club of Buenos Aires. The Rotary emblem and "He Profits Most Who Serves Best" is hand-embroidered in silk and the lettering "Buenos Aires, Argentine," is in 14 carat gold bullion. The banner was made by the Bunting Stamp Company of which Rotarian Charles H. Bunting is President. Rotarian Lanning also took with him a somewhat similar banner for presentation to the Rotary Club of Ponce in Porto Rico. While in South America he will co-operate with Secretary Herbert P. Coates of the Montevideo Rotary Club who is also a member of the Committee on Foreign Extension, in organizing Rotary Clubs in some of the other leading cities of that continent.

NEW BRUNSWICK, NEW JERSEY.—The Rotary Club of New Brunswick handled a municipal Christmas Tree as the city exchequer had no funds from which money might be taken for this purpose. Sufficient money was raised by the members of the club for the tree, to set it up and decorate it. One of the members took care of the choral singing and the membership of the club got busy with the numerous details incident to the handling of a municipal Christmas celebration.

NANAIMO, BRITISH COLUMBIA.—The Rotary Club is now on the warpath for attendance and intends to put up a fight for first place. Out of ten recent meetings nine were 100 per cent. The correspondent from Nanaimo asks, "How's that for a bunch of ring snorters?" We'll say it's going some!

SAVANNAH, GEORGIA.—The Rotary Club has a protest to make in the columns of *THE ROTARIAN*. The protest is that on Page 286 of the December issue there was a six-line item in regard to the inter-city

meeting held at Augusta on October 15th which listed the clubs present with the exception of Savannah. Savannah wishes to announce to the world that it was there by a large majority. It not only captured the 1921 inter-city meet for Savannah, but carried off all the trophies in the field sports, both individually and team, was in the money in the golf tournament and won the putting contest.

The Editor takes off his hat to Savannah and admits there was something wrong with the original item.

PROVIDENCE, RHODE ISLAND.—Thomas M. Jacques, former Secretary of the Rotary Club of Providence, was, on the 22nd of November, elected High Priest of Providence Chapter No. 1, Royal Arch Masons. On an evening shortly afterward a number of personal friends gave a dinner in his honor at which time the new High Priest was presented with a rosewood gavel mounted in sterling silver and suitably inscribed.

BROOKINGS, SOUTH DAKOTA.—In December the Rotary Club appeared with a brand new and interesting club publication called *The Rotary Cog*. It is one of the neatest club publications that is coming to the editor's desk.

CLARKSBURG, WEST VIRGINIA.—Rotarian Dr. Henry McClelland, a clergyman of this city, has the largest Bible class in the United States. The class has a membership of eight hundred and nine.


LYNCHBURG, VIRGINIA.—Christmas baskets of provisions and good things were distributed by Rotarians two days before Christmas. A list of eighty destitute families were secured and three classes of baskets were made up on the basis of the number of persons in each household so that whatever the size of the family, a full Christmas dinner was provided.

BERKELEY, CALIFORNIA.—Interesting figures on the mining industry in California were given by Dr. F. H. Probert, dean of the College of Mining in the University of California, at a recent meeting of the Rotary Club. According to Dean Probert, since January 24, 1848, when John W. Marshall discovered a gold nugget in the water flume below John A. Sutter's mill, California has produced \$1,750,000,000.00 worth of gold. There are still 900 mines in active operation on the mother lode in California and the yield totals many millions each year.

TOLEDO, OHIO.—Recent announcement was made of two gifts amounting to \$35,000 to the fund which will be used for the establishment of a \$1,000,000 hospital, school and home for crippled children in

STANDING OF CLUBS IN ATTENDANCE CONTEST FOR MONTH OF NOVEMBER, 1920

Name of Club	Membership	Number of Meetings	Average Percentage
DIVISION A—Ten Highest			
25 Oakland, Calif.....	229	5	92.87
18 Tacoma, Wash.....	227	4	85.00
9 Seattle, Wash.....	282	4	85.00
5 San Antonio, Tex.....	216.5	4	85.00
Winnipeg, Man., Can.....	227.25	4	85.00
2 Spokane, Wash.....	238	4	85.00
2 Portland, Ore.....	278.8	4	85.00
2 Toronto, Ont., Can.....	330	4	85.00
Oklahoma City, Okla.....	200	4	85.00
Minneapolis, Minn.....	262	4	85.00



MEN build Cities as well as Rotary Clubs

JUST as it is the *men* in the Oakland Rotary Club who have determined its leadership—

—so it is *men* who have determined the character and are responsible for the remarkable growth of Oakland, California.

Keen—energetic—broad minded men from every section have helped in making Oakland—the great industrial city on the Continental side of San Francisco Bay—one of the ten fastest growing cities of the nation.

To the business man looking to the Far West as a place to build a branch factory—to extend his business—or to make a home:

Write to the Oakland Rotary Club for information about the *men* who will be your neighbors when you come.

Oakland Rotary Club

OAKLAND

CALIFORNIA

2-1





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LOUISVILLE, KY.

Toledo. The announcement was made in December at a meeting of the Rotary Club. These gifts supplement the donation of a farm of 45 acres, valued at nearly \$50,000, by a widow. Articles of incorporation for the "Toledo Society for Crippled Children" are now in the hands of the secretary of state, which, when approved, will create a legal body for the reception of such gifts as have been already given into the custody of the Rotary Club. The gifts announced were \$30,000 from a society whose work has become obsolete thru changing conditions of city life, and the other is \$5,000 from an individual. Neither of the parties wished their names to be made known. So far the entire fund, amounting to nearly \$100,000, is from persons not named.

LAWRENCE, MASSACHUSETTS.—The Rotary Club collected \$6,015 for the Lawrence Tuberculosis League in a seven day campaign in December.

SAULT SAINTE MARIE, ONTARIO.—The Boys Work Committee of Sault Sainte Marie, a body whose mission will be to cope with the important boy problem, was created at an enthusiastic meeting of delegates from forty or more organizations representing every phase of thought and activity in the Sault, which was held recently under the auspices of the Rotary Club in the gymnasium of the Steel Plant Club. The program of the newly-formed Council, according to Sault Sainte Marie newspapers, is a tremendously important one. In all probability, from what was stated at the meeting, the city will be asked to take the matter in hand, providing funds for the carrying on of the work in the same manner as it makes appropriations for the administration of parks, etc. It is estimated that \$20,000 will be needed.

TAMPA, FLORIDA.—In Tampa's first election of a City Commission, after the adoption by a large majority of the commission-manager form of government, three of the five commissioners chosen are Rotarians—Mayor-Commissioner Charles H. Brown, and Commissioners H. E. Snow and W. J. Barritt.

Rotarian Angel L. Cuesta has returned from Spain, and gave the club an interesting account of the organization of the first Rotary Club in Spain, which Mr. Cuesta effected at Madrid.

ATLANTA, GEORGIA.—At a recent election of the Board of Directors of the Chamber of Commerce of Atlanta eight of the Directors out of a Board of sixteen were members of the Rotary Club. The eight Rotarian directors are Albert S. Adams, Immediate Past President of I. A. of R. C., J. P. Allen, Lee Ashcraft, Eugene R. Black,

(Continued on Page 94)

Competition in Attendance

Results in International Attendance for December, 1920

GOING UP! Attendance percentage for the month of December for Continental North America was 77.40! There was only one district with a percentage of less than seventy! Such a record is certainly marvelous and we at Headquarters congratulate every club on its efforts to raise its average over that of last month.

Three thousand and eighteen meetings were held in December by Rotary Clubs in the United States and Canada. Despite the excitement of the holidays, we broke all records in attendance.

Indianapolis was ruled out by .06 of a per cent and San Francisco took tenth place among the High Ten of Division A. We're sorry, Old Chaps; it's hard luck. Your rally was phenomenal and we hope to say "Welcome back" to you next month. We tried to do it this month. Congratulations to "Frisco" for "coming back" so soon.

Perhaps it would be interesting to list the clubs which made notable "jumps" in percentages this last month. Some of them are: Biddeford-Saco, Me.; Charlottetown, P. E. I.; Lawrence, Mass.; Marietta, Ga.; Alliance, Ohio; Belvidere, Ill.; Oak Park, Ill.; Henderson, Ky.; Arkadelphia, Ark.; Belle Plaine, Iowa; Texarkana, Tex.; Pocatello, Idaho; Albuquerque, N. Mex.; Elizabeth, N. J.; Hackensack, N. J., and Kingston, N. Y. Seventeen clubs showed a decrease. We won't mention your names this time, but beware!

Eight clubs did not report this month. They are Holyoke, Mass.; Augusta and Waterville, Me.; Piqua and Zanesville, Ohio; Rockford, Taylorville and Waukegan, Ill. We are still hoping that **SOME DAY BEFORE WE DIE**, we shall be able to shout with glee, **"ALL CLUBS REPORTED!"**

—The Chatterbox.

STANDING OF CLUBS IN ATTENDANCE FOR MONTH OF DECEMBER, 1920

Division A—Clubs having more than 200 members.

Division B—Clubs having between 100 and 200 members.

Division C—Clubs having between 50 and 100 members.

Division D—Clubs having less than 50 members.

Only those clubs whose reports have come thru the District Governors' hands to the Headquarters office by the 15th of the subsequent month are considered in the competition.

NOTE: Bold-face figures before names of clubs designate number of times in succession clubs have appeared in list.

Name of Club	Membership	Number of Meetings	Average Percentage
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DIVISION A—Ten Highest

26 Oakland, Calif.....	229.4	5	87.97
10 Seattle, Wash.....	281	5	85.05
3 Spokane, Wash.....	240.2	5	84.20
19 Tacoma, Wash.....	227	5	83.00

3 Toronto, Ont.....	330	4	81.59
6 Portland, Ore.....	309	4	81.06
6 San Antonio, Tex.....	220	5	80.54
2 Winnipeg, Man.....	232.6	5	80.22
Los Angeles, Calif.....	222	5	80.18
San Francisco, Calif.....	300	4	80.08

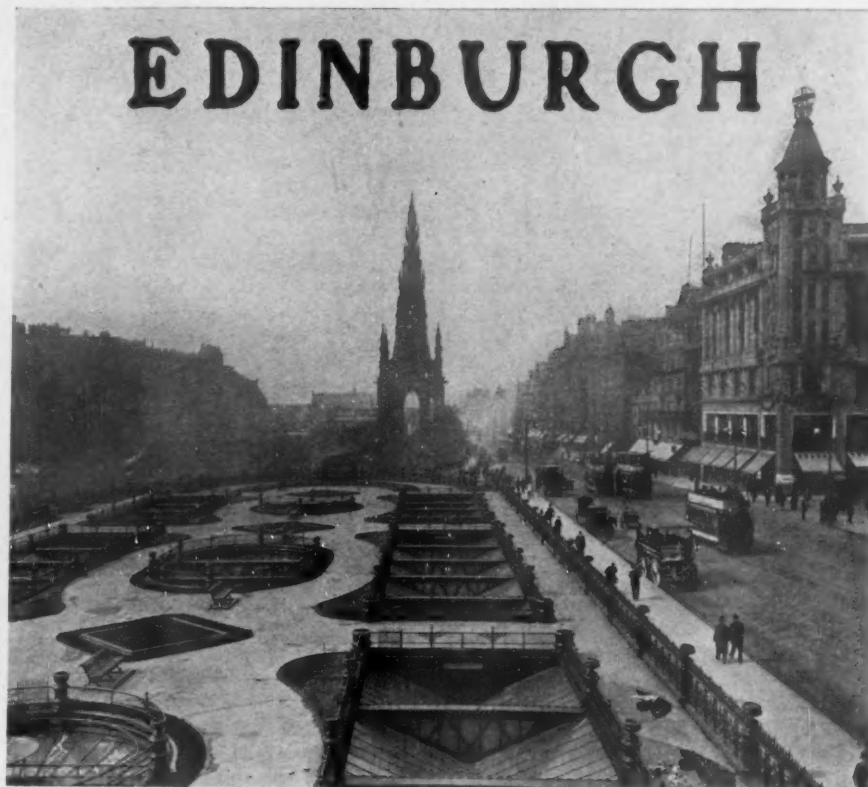
DIVISION A—Five Lowest

Ithaca, N. Y.....	202	1	54.45
Boston, Mass.....	255.6	5	54.14
26 New York, N. Y.....	469	6	51.5
14 Cleveland, Ohio.....	363	4	48.21

4 Brooklyn, N. Y.....	365	5	41.5
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DIVISION B—Ten Highest

12 Bellingham, Wash....	119.2	4	93.48
2 Tonawanda, N. Y....	106.6	5	92.70
2 Davenport, Iowa....	157	4	92.62
Niagara Falls, N. Y....	141	5	91.20
4 Calgary, Alta.....	142	4	89.00
2 Jacksonville, Fla....	126.5	4	88.30
4 Roanoke, Va.....	110	2	88.18
4 Atlanta, Ga.....	182	2	87.70
Beaumont, Tex.....	134	5	85.31
Victoria, B. C.....	135	5	85.23



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DIVISION B—Five Lowest

3 New Orleans, La....	174	3	51.03
4 Waco, Texas.....	109	4	50.70
St. Joseph, Mo.....	119	3	50.08
Youngstown, Ohio..	160	5	48.80
2 Hartford, Conn.....	102.5	4	41.21

DIVISION C—Ten Highest

Hutchinson, Kan....	78	2	98.07
Jackson, Miss.....	78.05	4	97.47
Santa Barbara, Calif.	70	5	95.43
Marshall, Tex.....	52	3	94.80
3 Altoona, Pa.....	57	4	94.75
5 Grand Jctn., Colo...	52	5	93.84
3 Lawrence, Kan.....	61	5	93.77
Berkeley, Calif.....	81.8	5	93.52
11 Boulder, Colo.....	59.5	4	93.43
Port Huron, Mich....	56.8	5	93.30

DIVISION C—Five Lowest

Baton Rouge, La....	67	2	55.00
2 Haverhill, Mass....	79.8	5	53.88
McKeesport, Pa.....	95	2	52.10
3 Shamokin, Pa.....	51	4	48.52
3 Pottsville, Pa.....	64	5	48.43

DIVISION D—Ten Highest

Buhl, Idaho.....	25	5	100.00
Clear Lake, Iowa....	17	5	100.00
Greenville, N. C.....	29	2	100.00
2 Longmont, Colo....	29	4	100.00
5 McAllen, Texas....	30	5	100.00
Nowata, Okla.....	43	3	100.00
Dover, Ohio.....	26	4	99.04
8 N. Battleford, Sask.	32.25	4	98.45
Alameda, Calif.....	24.8	5	98.40
3 Nanaimo, B. C.....	31	5	98.06

DIVISION D—Five Lowest

Torrington, Conn....	58.53
Danville, Pa.....	27	5	58.51
Provo, Utah.....	43	2	57.00
2 Sherbrooke, Que....	38	1	50.00

ATTENDANCE REPORTS FROM DISTRICT GOVERNORS

(In order of Percentages)

District	Name of Governor	No. of Clubs in Dist. Competing	No. of Clubs Not Reporting	Average Membership of Clubs	Average Per Cent Attendance of All Clubs in Districts	No. of Clubs Reporting Average Per Cent of Sixty or Above
19	John E. Davis.....	14	..	75.66	88.71	14
21	B. F. Scribner.....	22	..	50.47	86.42	22
23	Leslie S. Everts.....	25	..	79.17	84.96	25
22	Nelson G. Pike.....	18	..	113.20	84.64	18
17	Everett W. Hill.....	63	..	69.45	82.10	61
16	William Coppock....	54	..	65.69	81.14	54
8	W. R. C. Smith.....	39	..	63.90	80.10	38
1	Fred H. Sexton.....	6	..	66.30	80.01	6
15	James H. Kaye.....	40	..	67.61	79.65	40
20	Ralph E. Bristol....	27	..	54.00	79.63	26
13	Charles W. Bailey....	18	..	91.47	78.31	17
9	Ray W. Davis.....	29	..	73.40	77.91	29
11	Walter E. Pittsford	45	..	65.95	77.51	45
7	Lewis W. Perrin....	39	..	58.70	75.94	38
3	Chas. Lee Reynolds	29	..	92.00	74.40	25
4	Harry G. Stanton....	35	..	124.07	73.75	32
14	H. Kemp Toney.....	31	..	68.41	72.75	27
18	H. J. Litcher Stark	36	..	80.37	72.53	31
10	Sam H. Squire.....	36	2	91.26	71.89	31
5	John F. Rudisill....	39	..	80.72	71.49	35
6	Richard Aspinall....	28	..	80.00	71.28	25
12	E. C. Fisher.....	43	3	47.28	71.04	36
2	Forrest J. Perkins...	34	3	76.66	64.12	23

Total number of districts reporting.....	23
Total number of districts not reporting.....	0
Total number of affiliating clubs (31 Decem- ber, 1920).....	796
Total number of clubs reporting.....	742
Total number of clubs not reporting.....	8
Total number of clubs reporting no meetings held	0
Total number of clubs at large and in the British Isles (no report required).....	40
Total number of clubs reporting average per cent of 60 or above.....	698
Average per cent of districts in U. S. and Canada	77.40

A Resumé of Dr. Barker's Work

By Walter W. Strong

SO widely is the desire manifested among the clubs to have Dr. Charles E. Barker give his great human welfare addresses in their cities and so many inquiries are being made concerning him that it is felt to be timely and of general interest to make a statement regarding the Doctor's work.

A Real Boy Worker



Dr. Charles E. Barker

Up to January 22 Dr. Charles E. Barker has fulfilled engagements with 45 Rotary Clubs in the 17th, 9th, 12th, 15th, 16th, 21st, 23d, and 22d districts, speaking before more than 100 large audiences composed of mothers, high school students, and Rotarians and their guests. His addresses deal with fundamentals of character and right living and he has an ability to entertain, interest and convince in a way that is most unusual.

Dr. Barker first came to the attention of the Rotary clubs in general when upon the initiative of John Napier Dyer, then First Vice-President of the International Association of Rotary Clubs, he delivered before the 1919 International Rotary Convention at Salt Lake City his now famous address on *A Father's Responsibility to His Son*. So profound an impression was made by him on that occasion that requests came in from Rotary clubs in all quarters for the doctor to speak in their cities, and it was seen that some arrangement should be made to enable the clubs to secure him. Promptly, William E. (Bill) Kier, the then president of the Chicago Rotary Club volunteered to book Dr.

Barker among the Rotary clubs and during the 1919-1920 season the doctor spoke in 65 cities of Rotary.

At the commencement of the present season Bert Adams, Immediate Past President of the Association, desiring to have the Rotary clubs continue to receive the benefit of Dr. Barker's work, offered

to undertake booking him for this season among the various North American Districts. Early in November Bert completed this work and turned over to International Headquarters the task of arranging the bookings with the individual clubs, and this work was assigned by the Secretary-General to the Boys Work Secretary.

A TIMELY SUGGESTION

Rotarians who have arranged to take part in the Convention at Edinburgh next June will undoubtedly desire to return home during late Summer or early Fall.

Westward Travel will be heavy at that period, and while the large new steamers—

SCYTHIA, CAMERONIA and ALBANIA

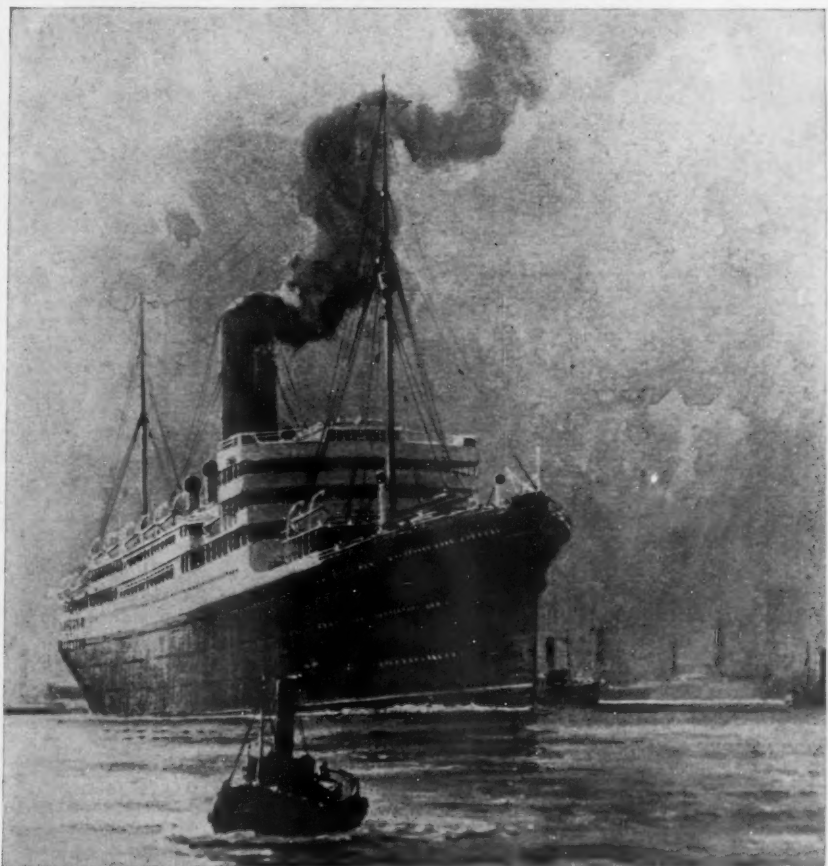
will have joined the Cunard Anchor Fleet by that time and will materially assist in taking care of the traffic, it is yet advisable to make early reservations for the return trip.

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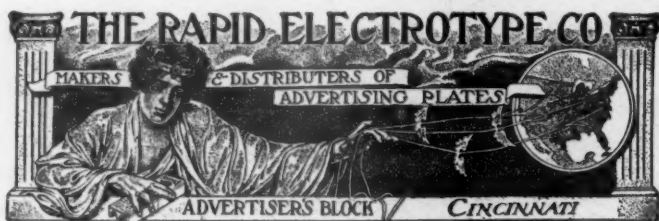
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Chicago Rotary Club every Tues-
day at this Hotel at 12:15. Visiting
Rotarians always welcome.



W. H. Kaufmann, President and Treasurer, Rotarian

DR. BARKER is rendering a service to men and women and boys and girls in helping them establish right relations with one another and with themselves, the value of which to present and also future generations is past calculation. He has won the heartfelt gratitude of thousands, and it is the earnest desire of those who know what he is doing that Rotary will see to it that every one of its cities shall avail itself of the opportunity to secure him.

Of the many statements received concerning Dr. Barker's work the following are representative:

"Under the auspices of the Rotary Club, Dr. Barker delivered three masterful addresses yesterday in Jefferson City,—one to High School students, another to the women of the city in the afternoon, and then at night to the men of the city. The audiences were all large and were tremendously impressed with the wonderful way in which Dr. Barker drives home some of the great truths of life."

—The Jefferson City Daily Capital.

"I just want to tell you that I think the Kansas City Rotary Club has just passed thru the greatest event in its history. We have had with us for two days Dr. Charles E. Barker of Grand Rapids. He addressed the assemblies of five High Schools, talked to the club-women at a mass meeting, and to the fathers at a banquet, and I want to bear testimony to the fact that he is the most effective speaker in his line I have ever heard. The Kansas City Club feels that, considering the cost, it is the biggest thing at the least expense we have ever 'pulled.' He was particularly effective in his great address, 'How to Make the Most Out of Life,' before the five high schools, holding the pupils spellbound for fifty minutes in each place. Principals and teachers all told me there had never been anything like it in the public schools of Kansas City. It is my firm belief that Rotary Clubs can render no greater community service than to secure Dr. Barker for a day of his lectures."

—Russell F. Greiner, Past President International Rotary.

"Dr. Barker's coming to Shawnee at this time means more to the citizens of this city than would any material development of any proportions. It means that he has ushered in an era of right thinking and right living that will not only prove beneficial to those who heard him speak, and the young of the present generation, but its results will be found in generations to come."

—Editorial, Shawnee Morning News.

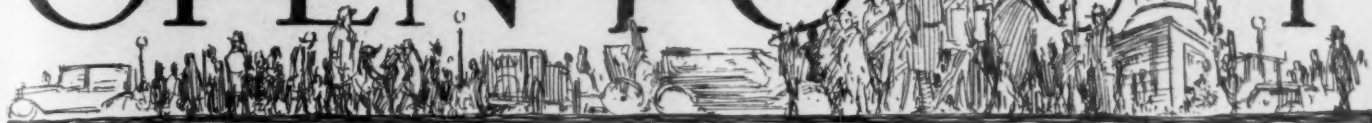
Boys Work By the Clubs

Belfast, Ireland

PRESIDENT Charley White of the Rotary Club of Belfast, Ireland, reports that almost from its inception the Belfast Club has put Boys' Work to the

(Continued on Page 91)

THE OPEN FORUM



An Idea from Phoenix Rotary

By C. N. Boynton

BECAUSE there must be other Rotary Clubs whose finances are not all that they should be, the Rotary Club of Phoenix would like to tell of the changes which they made in their finances and the effect that it has had upon the attendance and the bank account of the club.

Our initiation fee was \$25.00 and our dues \$20.00 a year, payable quarterly. We have a membership of approximately one hundred. Since the beginning of our club we have had no money with which to undertake constructive work. We have sent two delegates to the International Convention but always on money borrowed at the bank on the personal notes of the delegates and returned as the money for dues was forthcoming. It has always been necessary to guarantee a certain number of lunches at our weekly meeting and when the attendance fell below the estimate there was another drain on the treasury. Twice during the war we subscribed to Liberty Bonds which were taken off our hands by members of the club. This was our condition until the first of the year.

A committee was appointed to consider the adoption of the Standard Constitution and to prepare a set of By-laws that would cover the special needs of our club. This committee approved the Constitution and followed the Model By-laws as far as possible. Under the Article on Fees and Dues the following was recommended:

Article IV, Section 1. The admission fee shall be \$50.00 to be paid before the applicant can qualify as a member.

Section II. The membership dues shall be \$60.00 per annum, payable monthly at the rate of \$5.00 per month on the first day of each month.

Section III. The membership dues shall cover the regular weekly luncheon fees of members. Payment for guests shall be made to the Secretary at each meeting.

Our weekly luncheons cost us seventy-five cents so that new dues amounted to a raise of only twenty-five cents a quarter when a man maintained a hundred percent attendance.

WITH the remainder of the By-laws this was adopted by an almost unanimous vote.

The result has been that we have had cash

on hand to pay all indebtedness as incurred, most of the members paying for the entire quarter during the first two weeks thereof.

An allowance of seven hundred dollars was made for Convention expenses for our two delegates; we have a reserve fund of five



Winning the Battles of Peace

France has almost won her great fight against war's destruction. Eighty per cent of her wrecked and crippled factories again hum with activity. All of the 4,006 villages and towns in the devastated regions have again resumed municipal life; and of the 6,445 schools in this vast area, 5,345 have been rebuilt and opened. Farms, factories and homes again cover most of the scarred land.

In her reconstruction, France has shown the same unconquerable spirit that stopped her invaders at the Marne.

And here, at home, another great peaceful victory is being

won against the greatest odds. This has been the fight of the Bell telephone employees to rebuild a national service.

Despite all of the difficulties of the post-war period, the organized forces of the Bell system have established new records in maintenance and construction.

Facing, after the armistice, a public demand such as was never before known, they have yet responded to the nation's need with hundreds of new buildings, thousands of miles of new wires and cables, and with the installation in the last year, alone, of over half a million new telephones.



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hundred dollars and are now ready to tackle some constructive work.

When vacation time came and members began to look forward to being out of town for a month or six weeks on leave of absence a few asked for a refund of the amount which covered the luncheons for that period of time. After the Board of Directors had submitted an amendment to Article IV providing for such a refund, both sides of the argument were presented. Those wanting the refund had no better argument than that they were paying for something which they were not going to receive. Those who stood for the By-law as first adopted, cited the present financial condition of the club, lamenting loudly that a group of live business men should, for so long a time, have permitted the club to be financially embarrassed. They further claimed that if there were members to whom Rotary was not worth \$5.00 a month, they had better withdraw and make room for some other live member in their crafts, showing them that while they were out of town they were contributing nothing to the welfare of the club and that, on the other hand, Rotary was doing them a distinct favor by holding their classifications for them, when in many instances, there were others wishing to get in. The logic of this seemed to appeal to the members and by a vote of more than five to one the present By-law was sustained and amendment killed.

It has been such an enjoyable thing to the Directors of our club to be able to meet all our obligations when due that we feel we should pass this information on to others.

We are confident that this has been an important factor in boosting our attendance. Not that we would infer that we have any tight fisted members, but that naturally, having paid for their lunch two or three months in advance, they came to collect it.

We do not claim that the idea is original with Phoenix Rotary because some club in the southern states gave us the idea but it has been so successful with us that we want you all to know about it and if your finances need a little tonic we can heartily recommend this prescription.

The Pursuit of Happiness

Moundville, W. Va.,
December 1st, 1920.

READING the Ethical Code of Rotary one's thoughts are certain to be directed to the nobler and better things of life and away from the cares and sorrows and disappointments that make up the larger share of all human experience.

The "pursuit of happiness," as practiced by most of us, leads us by devious and often dangerous ways; and "primrose paths of dalliance" often end in the darkness of despair: but if we take as our rule of conduct, the thought of bringing pleasure into the lives of others that Heaven may seem to them not quite so far off, we

shall be ourselves brought nearer to the goal of happiness and to the peace of mind expressed in the benediction as "that peace of God that passeth understanding."

The Ethical Code of Rotary is essentially a command to serve: to be just, merciful and humble: to do as one would be done by: to teach by example:—in short so to live that one can look any other man in the face and tell him where to go.

It is a restful thing to turn away at times from the tumult of the day and its distractions and for a few moments look inwardly and enjoy the wonder and calmness of the soul at peace; the satisfaction of duty done; of victory won; of faith in the everlasting and eternal; of freedom from hatred, malice and all uncharitableness, and confidence in the great and wise Being whose children we are; then, turning again at the command of duty, take up our burdens resolved to do our best to live up to our great inheritance, for

"We walk in a world where no man reads the riddle of things that are,

"From the tiny fern in the valley's heart,

"To the light of the largest star.

"We know that the struggle of life is hard and the silence of death is deep,

"As we fall and rise on the tangled way that leads to the gate of sleep;

"We know that the causes of sin and pain and the passions that lead to crime,

"Are mysteries locked from age to age in the awful vault of time,

"Yet we lift our weary feet and strive thru the mire and mist to grope,

"And find a ledge on the mount of faith, in the morning land of hope."

—®—

Future Rotary


By Fred Everett

A ROTARY talk is like a woman's dress—it must be up to date; it must be appropriate; it must be of proper length, that is, these days it must be brief, but not too short nor yet too long, and it must cover the subject.

Now how is Miss Rotary to look and act and what is she to be doing in the future? Miss Rotary will always be popular. Her appearance will be up to date and her conduct will be above reproach and she will always be doing things worth while, appropriating for her purpose only the sound and stable things of life—never being captivated by the phosphorescent glow of the latest fads.

FIRST—What I am to say concerns Rotary in general. Rotary strives to raise business standards, create fellowships and develop a spirit of service. It strives to inform, inspire and to entertain; but its fundamental purpose must always be to improve the members. Rotary must not be taken too seriously—if it is not spon-

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We do not sell tours or tickets, our sole purpose being to answer questions. You are cordially invited to take advantage of our free service which includes useful Swiss travel literature. Ask for "Select Collection."

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W. N. Urney, Rotarian, President

taneous it is not Rotary; it should always be a mild stimulating tonic, never a bitter medicine.

For years to come the world will be undergoing a period of readjustment, making new methods of business, new prices, new standards of living and a new industrial and social order. Never before in the world's history has there been such dissatisfaction, such universal unrest, such nation-wide upheavals. In order to help solve these problems, future Rotary will have a continuous campaign of education to inform its members and keep them in touch with changing conditions. It will help its members to readjust themselves to the new standards and the new conditions that are to take place.

Future Rotary will also take more time to instruct its members in Rotary ideals. It will make them more familiar with and help them to put into practical operation the Rotary code of ethics. Future Rotary will do more to develop its members by bringing to the surface the latent qualities of the Rotarians. It will teach them how to express themselves and make snappy talks. It will have more business talks by Rotarians, more Rotary talks by Rotarians and less addresses by professional speakers, and, when considering Rotary topics, in order to have the benefit of outside ideas, the clubs will exchange speakers.

FUTURE Rotary will be more of an open forum than in the past. The individual will find the opportunity to express himself and the club will have things done by the individuals composing its membership and not as a club. It will not do things *en masse* except at a time of crisis. All questions that affect the life of the community will be entertained and discussed, but the club will not pass on partisan questions. The club will have all sides presented for the information of its members.

Rotary concerns itself only with the future. It realizes that the coming generation, as well as this generation, will have to fight for the survival of our civilization. Because the boy of today is to be our successor in business and on him will rest the responsibility of perpetuating the very scheme of our civilization, future Rotary will always be deeply interested in the boy and in boys work.

In the future all questions dealing with Rotary activities, especially all questions of club policy, will be considered by the club at large, and the club will demand that necessary time be given to discuss its policies. Every member will feel a freedom in presenting his views whether in opposition to, or in support of any policy and then, when the problem is voted upon by the club at large, all members will endorse the decision. In the future it will not be considered the function of the Rotary Club to do any thinking for its members nor levy a tax except for strictly Rotary purposes, and it will never dispense charity



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for its members. It will, however, endorse worthy things and secure voluntary contributions from its members and develop the spirit of giving. There will always be manifested a spirit of service that will be broadening, developing and stimulating.

Future Rotary will be much better and stronger than it is today because of the growth and development that Rotary will give its individual members. There will be more emphasis put on individuality and more development of personality.

In order to elevate the standard and improve the personnel there will be an occasional house cleaning. The question will be asked, "What have you done? This will cause the member who has been slow to measure up to Rotary standards to improve his quality; and should anyone show an inability to grow then, he will in time feel he does not fit in with real Rotarians.

WHEN a man joins the Rotary Club he is not only the managing head of his business, but he is a representative leader of his particular craft or group. Now there must have been some special quality or talent in that man to enable him to be a success and a leader; his success is not the result of accident. You and I may not know, the man himself may not know just the particular something that has made him successful. This vital something differs in different people and a man may use it a lifetime without knowing the source of his success.

The bacteriologist is able to identify and isolate a given germ from all the other germs: so Rotary can locate and bring to light and identify this hidden quality and enable the member to find himself. We have seen Rotary actually do this very thing. What could be more interesting than finding this vital center, which is the source of success and leadership, and then after it is identified to have Rotary call into action that particular quality of every member?

FUTURE Rotary is going to put the member to work and keep him working, each in a different field, and keep him talking on different phases of his business until he shows to the Club the source of his strength. Then the club will have him use that particular quality for which he shows special aptitude. It would be a wonderful benefit to each member to find the key-stone of his own success and thereby have his individuality and personality developed.

No other organization can boast of a personnel equal to the Rotary Club. Think what it would mean to have in the foreground the exceptional excellence of each member! Think what a liberal education it would give each member to have him recognize and be in close contact with this most excellent quality of the other members! Then, indeed, would the Rotary Club be a chosen gathering of men who have made their mark and have found the secret of their success; a place where keen minds collide and strike fire one on another.

Boys Work By the Clubs

(Continued from Page 86)

forefront in its program and even before the outbreak of the Great War the Club received a deputation from the principals of the National schools of the district and lent aid thru its publicity in the inauguration of the higher grade movement which is now helping to raise the standard of education.

At the outbreak of the war the club gave earnest attention to the work of the Boy Scouts and suggested many ways which were put into operation whereby the Boy Scouts could be of service to their country by greater helpfulness, particularly in acts of courtesy and thoughtfulness toward the fighting forces.

The late William C. Gabbey while President of the Belfast Rotary Club was chairman of the Boy Scouts Executive and worked wholeheartedly to encourage the Boy Scouts and to lead them in new channels of usefulness. He proved himself so self-sacrificing and enlisted the aid of the members of Belfast Rotary to such an extent that his memory will be ever green in the minds of the Boy Scouts of the Belfast districts.

EVERY successor in the Presidential chair has added his quota of usefulness to the local Boy Scout Association and when George W. Clarke was president he left no stone unturned to lead the Bel-

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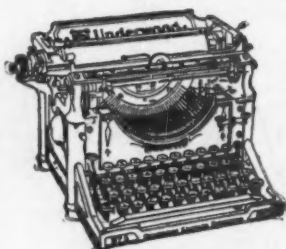
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Cleveland, Hippodrome Bldg.
Los Angeles, Van Nuys Bldg.
San Francisco, Monadnock Bldg.
Seattle, Alaska Bldg.

fast Rotary club to co-operate in the great Scout Movement.

Past-President Hugh Boyd and James Newel each added to the advancement of the work. During this present year the Belfast club has been instrumental in raising upwards of £3,000 for the Boy Scout Movement. Their efforts resulted directly in the raising of over £1,900, of which £433 was subscribed by members of the Belfast Rotary Club.

Part of this money has already been spent in sending boys from the Belfast district to the great Scout Jamboree in London, where they mixed with Scouts from America and other parts of the world. Here they were able to widen their horizon, get new ideas as to the possibility of personal development and the scope of the Movement; and they acquitted themselves so honorably as to merit words of praise from Earl Meath and other influential gentlemen who interested themselves in that great Jamboree gathering.

BUT the Belfast Rotary club is not unmindful of the fact that helping with finances is but a small part of the work to be done by Rotary on behalf of the Scouts. To show real active interest in the work of the troops by calling to see them at work, calls for greater self-sacrifice; but is conducive of much inspiration and help to the lads whom it is desired to aid to the development of true manliness and patriotism.

The Club have pledged themselves to continue this good work during the present Rotary year and it is hoped to add a yet larger sum of money to enable yet more devoted service and to place the Belfast Boy Scout Movement on a more business-like basis.

Newark, N. J. Population 400,000

THE following extracts have been taken from an exceptionally good report sent in by Boys Work Secretary Hanson:

More than 19 agencies doing Boys Work have co-operated in rounding out programs of activities for boys.

The Committee on Americanization and Education has successfully completed an Essay Contest for the boys and girls of the eighth grade in the public schools. After going thru the essays, 150 were carefully selected and sent to the Daughters of the American Revolution, who acted as judges. Some of the essays were unique and interesting. Several boys wrote short sketches portraying the immigrant coming to Ellis Island and finally becoming naturalized. Another group of boys submitted essays which were neatly bound in folders, bearing the pictures of Lincoln, Washington, and Roosevelt. Inside were splendidly written essays on "What I Can do for the Betterment of my Community," in which were used quotations from the utterances of these great men.

The topic for the foreign born children

was, "How I Can Help My Parents Become Better Americans." The contest thruout showed splendid co-operation by the teachers and the interest which the Board of Education has taken in this work.

The Committee on Vocational Guidance ran a wireless demonstration meeting at the Central High School when 2,000 boys from public and high schools in the city packed the auditorium to its capacity and several hundred were turned away. The DeForest Company of New York supplied the full equipment to receive and send messages by telegraph and telephone. John V. L. Hogan, President of the Institute of Radio Engineers, gave the talk which was illustrated with stereopticon slides and moving pictures.

As a result of this meeting, two wireless clubs have been organized and are meeting at the Down Town Boys' Club. The leaders for these groups were secured from the Central High School Radio Club.

The Committee on Colored Work is endeavoring to raise funds, thru agencies interested, to employ a paid executive to handle the Negro Problem. Already \$875 has been pledged by two agencies.

A Christmas dinner was given to 538 under-privileged boys at which dime banks were distributed among the lads with the announcement that Rotary would give prizes of \$10, \$5, \$3, \$2, and \$1 to the boys who had saved the most by May 1. A local banking institution informed the boys thru the club that those lads who deposit \$2 to open an account and increase it to \$5 before next Christmas will be presented with an additional \$1.

Everett, Washington Population 32,000

A SURVEY of the boy life of Everett between the ages of ten and eighteen years is being taken with the idea of making it possible for every boy to have a membership in the Y. M. C. A., the Boys Work Department of the Knights of Columbus, or the Boy Scouts. An Employment Department will be conducted at the Scout headquarters.

Needy boys located thru the survey will be listed and indexed as to ability, so that business houses desiring to employ boys on Saturdays and evenings, or private families desiring boys for odd jobs and errands will be able to secure them readily.

Special instruction will be provided for boys showing marked ability in any particular line of work.

Springfield, Mass. Population 102,000

A MOST delightful Christmas party for 5,000 children was made possible when the City of Springfield appropriated \$1,000 and the Rotary club contributed an equal amount," writes President Baldwin. "Children of every tribe and tongue, and people of every nation were there, clad in colors as varied as 'the hues of summer's rainbow or the meadow flowers in May,' yet all blended into a unity of American life—each carrying a



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PERHAPS the birthday, or the wedding anniversary of someone you esteem; you would like to demonstrate that you have not forgotten. Why not seize the opportunity and

"Say it With Flowers?"

Just hand your Rotary florist the name and address; tell him what the occasion is, and leave the rest to him.

He will know exactly what is required.

February Birthday Flower—VIOLET, Modesty.

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It is our privilege to serve Rotarians by manufacturing and distributing—thru the local Rotary Jeweler or Club Secretary—the Official Rotary emblem. Give us the opportunity to serve as we are fitted best to serve. Help us keep Rotary cogs bright.

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OUR new Goss Rotary Press which we have named "The Rotarian," will print, fold, stitch and deliver to the packers, 50,000 folders, price lists or enclosures in a single day—ranging in size from 5x7 to 10½x15, and from 4 to 64 pages each. It carries colors.

Greater speed can be obtained by the use of more than one set of plates. Through this method we recently made a record by printing 2,500,000 four-page circulars, size 5x7, in fourteen working hours, for the Swift Company, of Atlanta, Ga.

We have two high speed Rotary presses and can make prompt delivery after February 1st, 1921. Orders now in process will keep our plant running to full capacity until that date.

High grade catalog printing and color work is our hobby, but million run at carload prices is a highly specialized department in our plant.

If you are interested, write for samples, assorted dummies and estimates; or if time presses, wire us and a special representative will call on you.



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MR. MAN, if you are seeking a BETTER FUTURE you should get in touch with us TODAY. We have dozens of positions for EXECUTIVES, BOOKKEEPERS, SALESMEN, CLERKS, and TECHNICAL MEN.



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In every walk of life, doing something better than the other fellow spells Success. Boston Garter's success is just a matter of being ahead in quality and workmanship, giving wearers the greatest amount of satisfaction. GEORGE FROST COMPANY, BOSTON Makers of Velvet Grip Hose Supporters For Women, Misses, Children and Infants

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Send for catalogue showing styles and giving prices.

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miniature stars and stripes that was given them at the door of the Auditorium as they filed into the building. The voices of the 5,000 youngsters united in singing *America* formed one of the most impressive features of an elaborate program."

Knoxville, Tenn.

Population 70,000

CHAIRMAN GROVER DAVIS tells of having had Frank H. Gamel—"Counselor of Boys," in Knoxville for two weeks with such satisfactory results that it is being considered having him back for another period in the near future. Grover writes: "Following your request of some time ago, we secured the services of Mr. Frank H. Gamel, and brought him here for a week among the high school boys. Mr. Gamel's work was so thoroughly satisfactory to us, and the demands upon him by the high school boys were so overwhelming that we persuaded him to give us an additional week, so that he has now spent two weeks with us, winding up his stay here today. Our club is considering the possibility of having him back here again in the early part of the year.

"Mr. Gamel's private interviews have been a revelation to everybody in Knoxville, and we do not hesitate to say that no piece of work has ever been pulled off that touches Mr. Gamel's work with the boy life of this city. We think it would be a wonderful thing if Mr. Gamel could be interested in giving his whole time to the Rotary clubs for their boys campaign, and I want to thank you indeed for advising us of the opportunity of getting him."

Club Notes

(Continued from Page 82)

Beaumont Davison, H. P. Hermance, Frank M. Inman.

OAKLAND, CALIFORNIA—The Rotary Club has made some world's records in attendance and is in a fair way to beat its own record. Other Clubs will be interested in how this has been accomplished.

The group idea, originated by President Max Horwinski and since adopted by many other clubs thruout the country, is mainly responsible. The club is divided into thirteen groups each of which is responsible for the attendance of its members and at every meeting the group chairman reads his report. One hundred percent attendance is so common now that it no longer calls for applause and any percentage below eighty-five draws yells of derision.

Besides responsibility for attendance each group is charged with putting over some achievement for the year and the conduct of one meeting. The achievements thus far announced indicate the scope of the club's participation in specific events. They include the following: entertainment of visitors outside of regular club meetings; publication of three display advertisements in THE ROTARIAN to advertise Oakland; the marking of historic landmarks in Oakland; increasing the interest in voting; co-operation with the Boy Scouts; establishment of a chain of parks; assistance to the Junior Red Cross

in the collection of saleable material; Boy Redemption work which includes a form of guardianship for young delinquents; financial assistance to West Oakland Home, a philanthropic institution; and what has come to be known as the Mar-No-Name campaign. This campaign has for its object the stopping of gossip. So much interest has been aroused in the movement that the group having it in charge was asked to present its propaganda at the recent membership luncheon of the Chamber of Commerce and Mar-No-Name buttons now appear on many lapels in Oakland.

TACOMA, WASHINGTON—The Rotary Club, thru its Good Fellowship Committee, has recently conducted a most novel and successful feature for the furtherance of the acquaintance of its members. The contest, extending over a period of two months, was ended December 2nd with the awarding of eleven prizes. According to the terms of the contest each Rotarian was to call on each other member of the Tacoma Club and obtain his signature opposite the member's name in the contestant's roster, the idea being that in this way a lasting impression of each man and his business would be secured by those who participated in the contest. So enthusiastically did the membership take to this acquaintanceship contest that 18,583 calls were made, an average of 77 for the total membership of 240, or an average of 180 for the 103 members who turned in their rosters. The eleven prize winners called on and secured the signatures of the entire membership of the club.

BAY CITY, MICHIGAN.—The Rotary Club gave a Christmas luncheon at which were present upwards of seventy fatherless boys taken from the public and parochial schools of the city. The special message of the day was delivered by George E. Barnes, president of the Rotary Club of Flint. Before adjourning each of the lads was presented with a fountain pen. The music of the afternoon was furnished by an orchestra of twenty-one pieces from the various school orchestras under the direction of Rotarian Charles H. White.

VALDOSTA, GEORGIA.—United States Judge Beverly D. Evans presided over a Rotary Court recently at which Editor C. C. Brantley of the *Valdosta Times* was tried for malfeasance in office. The trial was based on a newspaper publication of recent date. At a certain meeting each member was given a sealed envelope and told to open it at a given time and not before. The envelope contained a notice saying that the members were to meet secretly the following Sunday at a downtown hotel and walk into the First Christian Church and surprise Rotarian R. W. Wallace, the pastor, by their presence. Rotarian Brantley, being tempted more than any newspaper man can bear, opened his envelope before the prescribed time and published the contents thereof in his newspaper.

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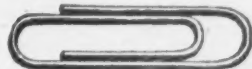
Bad lies that call for hard, battering, iron shots are the acid test of golf ball stamina. In their ability to stand up under a thousand bruising strokes, through round after round, these Burke Grand Prize Balls set a new endurance record. If you want a ball that will be as clean and unmarked at the 18th hole as when you first teed it up, insist on Burke.



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Cedar Rapids, Iowa

GUELPH, ONTARIO.—Forty boys, all sons of returned soldiers, were entertained by the Rotary Club at a Christmas dinner at the Royal Canadian Café.

RATON, NEW MEXICO.—The moral environment surrounding the boy life of the city elicited a survey made under the direction of the Rotary Club some weeks ago which found its culmination recently in a great mass meeting of citizens in which it was agreed that no serious conditions affecting the moral life of the community could exist without some measure of blame attached to every citizen.

FORT WILLIAM-PORT ARTHUR, ONTARIO.—A Boys' Club Room in the coal dock section of Port Arthur has been furnished by the directors of the Rotary Club. All members who are financially able were asked to promote a Service Fund for this club.

VINITA, OKLAHOMA.—The Rotarians provided a Christmas dinner and big treat for the deserving poor of the town. A big load of provisions and toys was delivered by the members the day before Christmas. Little cards bearing the words, "Merry Christmas, Compliments of the Vinita Rotary Club," delivered with each basket, have brought the Rotary Club in closer relations with a class of people that will receive greater attention from now on from this organization of Vinita's big business men.

HAMILTON, ONTARIO.—The Rotarians of this fair city recently held another famous ladies' night at the Royal Connaught. Some 250 wives and families were out for a good time and certainly had it.

TOPEKA, KANSAS.—The Rotarians have worked out a plan of making visits to the

Excerpts from Audit Bureau of Circulations

Auditor's Report

Name of Publication, THE ROTARIAN.

Town, CHICAGO; State, ILLINOIS.

For the twelve months' period ending June 30, 1920.
Mail Subscribers (Individual).....46,784
Net sales thru Newsdealers.....None
TOTAL NET PAID.....46,784
Total Unpaid.....512
TOTAL AVERAGE DISTRIBUTION.....47,296

A complete analysis, including all essential facts pertaining to the above circulation is embodied in the detailed Audit Report issued by the Audit Bureau of Circulations. Copies may be had on application to the office of the above publication.

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farmers' grange meetings. They have already attended three of these meetings and have met with wonderful enthusiasm at each one of them. The interest is growing with each meeting. At each one a full Rotary program is conducted. The club brings its own musicians and cheer leaders and puts on a regular Rotary Stunt Meeting. Each Rotarian present is called upon to stand up and give his full name and explain to the grange people the business in which he is engaged. The meeting is opened by telling the grange members that the Rotarians are not there for advertising but are attending the meeting purely to help the business men of the country get better acquainted with the business men of the city and to learn more of what the business men of the city are doing. No Rotarian is allowed to solicit business nor to bring any advertising literature to these meetings. After the program there is an hour or so spent in just visiting with the country business men so that everyone can get personally acquainted. The grange members have taken up the proposition most enthusiastically and the Rotarians are booked for five more meetings after the first of the year. Most of these granges have their own community houses and always, after the meeting is over, show true farmer hospitality by serving appetizing lunches. A number of successful farmers say they have traded with different merchants for ten, fifteen and twenty years and have never met the proprietors of the different institutions until said proprietors arrived with the rest of the Rotarians at one of these parties.

RIVERSIDE, CALIFORNIA.—The new publication of the Rotary Club of this city, *The Riverside Rotarian*, arrived on the Managing Editor's desk in December. It is, artistically, one of the most attractive publications coming to Headquarters and we wish it every success.

EL DORADO, KANSAS.—Now come the Rotarians of El Dorado with a new publication called, *The El Dorotarian*. This, like the great majority of Rotary Club publications, is a neatly gotten up and typographically clean-cut little magazine. Best wishes, *El Dorotarian*.

THE ADVERTISING pages of THE ROTARIAN are open only to advertisers of acknowledged standing and respectability. Advertisements will not be accepted from those who are engaged in doubtful or irregular enterprises, or whose records give evidence even of a disposition to disregard correct business methods or recognized standards of commercial or professional honor. Advertising rates will be sent upon application.

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